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# *The* NATIONAL WOOL GROWER



Volume XXIV Number 3

MARCH, 1934

Sheep and Wool Affairs  
from the  
Washington Angle



Hairiness in Wool



A Lamb Surplus?



A Plan for Regulating  
the Lamb and  
Mutton Supply

Official Organ of the  
NATIONAL WOOL GROWERS  
ASSOCIATION  
Salt Lake City, Utah

Official Organ of the  
NATIONAL WOOL MARKETING  
CORPORATION  
Boston, Mass.

# A READY MARKET AND ITS VALUE TO YOU—

**A**NYONE with sufficient capital can build a stockyards capable to handling a large volume of livestock. It is another thing to attract buyers—to establish packing plants—to have a concentrated demand which will absorb several thousand head of livestock daily—to create a market such as DENVER in which growers can place dependence and confidence, a point where any kind of livestock can be converted into cash on short notice.

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## To the Wool Growers of the United States:

Very soon the shearing of the 1934 American wool clip will begin in the southwest, and price levels established there will as usual largely influence the value of the entire domestic production.

We, therefore, urge the growers to guard against a repetition of past errors and to remember the very substantial benefits received by those who during the past two years followed an orderly marketing program.

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TWO: The National does not buy or speculate in wool for its own account.

H. B. EMBACH,  
General Manager

### National Wool Marketing Corporation

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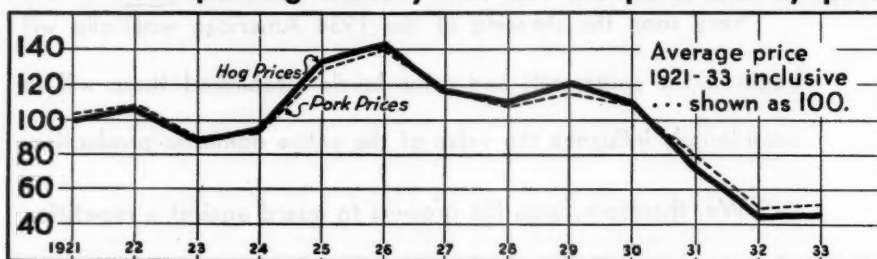
BOSTON, MASS.

# The HOG PROCESSING Tax

Just as a season's yield of farm crops is not an accurate measure of a fertilizer's worth, so the price of hogs at the time of sale is not the full amount the producer will receive for his hogs under the Government's corn and hog adjustment program. The Government proposes to refund cash benefits derived from the hog processing tax to those producers who agree to restrict their production of corn and hogs. These cash payments to the producer are an addition to the price of hogs at the time of sale.

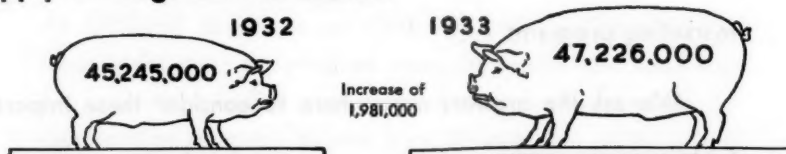
The price the producer receives for his hogs at the time of sale is determined by these four factors:

## 1.—what the meat packing industry can sell the pork and by-products for



This graph shows that the price of live hogs, during the last thirteen years, followed very closely the prices of pork . . .

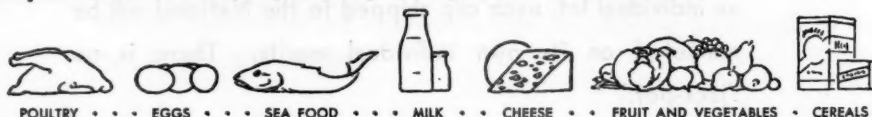
## 2.—the supply of hogs on the market



The nearly 2,000,000 more hogs slaughtered in 1933 than in 1932 was one of the principal depressing factors of hog prices during the past year. These figures

are for hogs slaughtered under federal inspection only. They do not include hogs slaughtered by local packers, butchers and on farms.

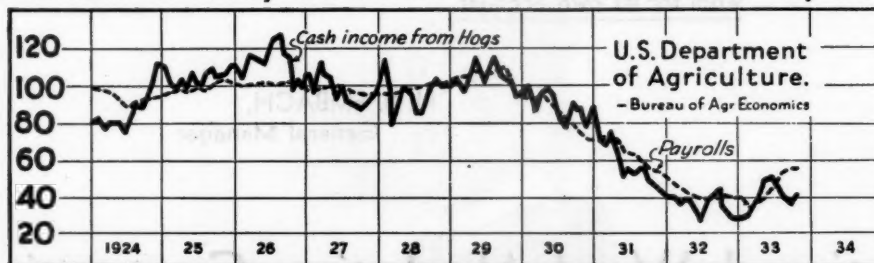
## 3.—competition with beef, lamb, veal, and other foods



Many foods besides other meats compete with pork. When pork prices rise beyond what the consumer will

pay, he refuses to buy pork, turning instead to other foods which may be proportionately cheaper.

## 4.—the amount of money the consumer has with which to buy food



This chart shows the close relationship between city payrolls and prices the producer receives for his hogs indicating that a higher income for the hog producer

depends largely upon fuller employment and greater earning power in cities.

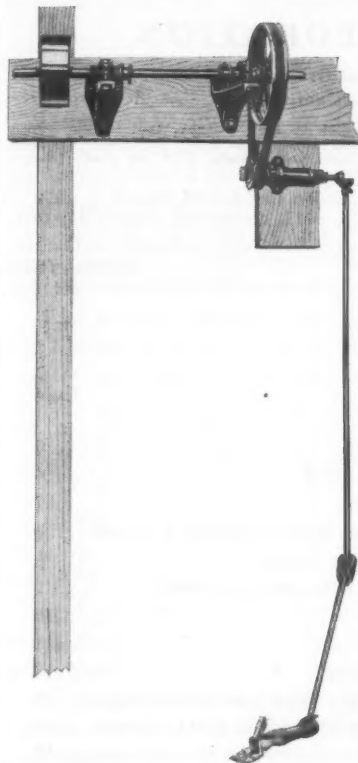
The same "4 factors" determine the price of cattle, beef, and live and dressed lambs.

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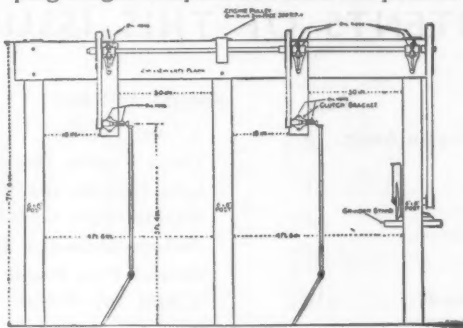
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# The NATIONAL WOOL GROWER

Official Organ of the  
NATIONAL WOOL GROWERS ASSOCIATION  
and the

## NATIONAL WOOL MARKETING CORPORATION

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# Sheep and Wool Affairs from the Washington Angle

Washington, D. C.  
March 5, 1934

No one can possibly be sufficiently alert to keep fully informed about what is being done in Washington these days, even if he is watching only from the angle of a single line, such as the sheep industry.

I arrived here on March 1 after spending three days in Boston at a meeting of the Wool Advisory Committee of the Farm Credit Administration.

The unexpected has happened. The President has asked Congress to give him power to make 50 per cent increases or reductions in duties. He would use this power in making treaties with countries to secure outlets for American exports, chiefly of agricultural commodities. He could not take from or add to the free list. He would not need to consult the Tariff Commission. There probably would be no public hearings in connection with any rates to be changed.

Probably there would be no change in wool duties, though Argentine would press hard for lower duties on coarse wools and on meats before agreeing to admit American automobiles or machinery. Some European countries would want lowered duties on their cloths before agreeing to buy American cotton or pork.

It seems likely that the President's bill will pass. The exercise of the power so gained should show the Administration's real ideas and policies in regard to foreign trade and tariff protection for American industries. This already has been done in the case of sugar.

The first day's hearing under the A.A.A. on the code proposed by the American Stockyards Association was rather heated. This code aims to bring under government control the hog purchasing

done by the packers at their own plants or at country points where hogs are sold or received in railroad pens. I argued that the proposed definition would include sale or delivery of lamb in railroad pens in the West, but it now appears that such is not intended. Much will depend upon the attitude of the eleven members of the code authority, seven of whom come from the larger yards at the markets.

The case against packer-operated stockyards comes up again on March 14 in a Congressional hearing on bills proposing to extend the power of the Secretary of Agriculture over packers' hog buying at yards outside of the public markets. The definitions in these bills do not appear to cover any of the present practices employed in the West in the selling of lambs or cattle.

Officers of the National Wool Trade Association have agreed to confer with a committee of growers before submitting their code of fair trade practices in the wool trade for approval by the N.R.A. The dealers are having some difficulty in reaching an agreement among themselves. It will be difficult

## Wool Trade Code

to have their code approved before 1934 wools are moving generally, but they must submit their proposals by March 29. There are some things to be ironed out between the dealers' obligations already made to the Farm Credit Administration and what is to be required under the N.R.A.

The picture of legislation on the public domain was completely changed on February 22 when Secretary Ickes gave Congress a letter from President Roosevelt, favoring the principles of the Taylor bill. After ten days of intermittent hearings, the Public Lands Committee of the House has made some minor changes in the Taylor bill and will report it out on Tuesday (March 6). In the Senate the chairman of the Public Lands Committee is the President's friend, Senator Wagner of New York. Senate action at this session is to be expected and the date of hearings by the Senate Committee should be announced soon.

Little was said in the House hearings about ceding the lands to the states. This will, of course, be discussed in the Senate.

Senator Capper has reintroduced his truth-in-fabric bill. The wool textile code has a provision against any misrepresentation of the quality of goods, but labeling of garments to show their wool content is not required.

## Wool Textile Code

There has been considerable increase recently in the use of cotton and reworked wool in goods that frequently are described as "all wool" by the retail clothing salesmen. The American Farm Bureau is also actively interested in this question and some progress may be made this winter.

Codes are more popular just now than processing or compensatory taxes. Little is being said about taxing lamb or wool since their prices make it impossible to argue that they are competitive with pork or cotton. The Agricultural Adjustment Act has not yet been amended to make cattle a basic agricultural commodity. It probably will be done, but there is active opposition from some cattle raisers.

F. R. Marshall.



## A Lamb Surplus?

IT is becoming quite plain that the decrease in sheep numbers has not gone so far as a good many wool growers have supposed. No actual shortage in last year's lamb crop was reflected at the markets until about the first of February and the following three months will show just how low the 1933 lamb crop was.

Now we have the government estimate for January 1, showing practically no decrease in stock sheep for the country as a whole, although six range states have lost from two to seven per cent of the number of sheep reported one year ago.

Fall and winter conditions so far have been favorable to light sheep losses on the range and to good lamb yields. The new crop may furnish as many lambs for slaughter as were marketed in 1932 and 1933. And if so a record crop may be produced in 1935 or 1936.

The last four years have shown or developed a ready outlet for a lamb supply measured by from 17 to 18 million head per year handled under Federal inspection. Recent weeks indicate that about the number of lambs that has become normal for a month's kill can be sold at reasonable prices. What of the future?

Some California members have suggested that inclusion of sheep in the Agricultural Adjustment Act as a basic agricultural commodity would debar those participating in the plans for reduction of corn, hogs, wheat, dairy, and cotton production from turning their unused acreage to sheep raising. In a letter printed in this issue, Mr. J. M. Snyder suggests action by sheepmen to limit production.

Consideration of such proposals requires answer to some other questions. Can or should the consumption of lamb in the United States be limited to seven pounds per capita? Could a larger lamb supply be marketed at prices profitable to producers? Is it possible for the government, or for those now raising sheep to avoid increased production?

With sheep as a basic commodity

under present law, the government could of course debar any of the signers under the various reduction programs from turning to lamb raising. Present owners could increase production unless they were signed up in a reduction plan. Land owners anywhere who were not signed under one of the reduction plans for basic commodities would be free to raise and market lambs if they chose. There is the possibility of compulsory compliance with government regulation of production of all crops and livestock.

In considering this phase of the question it must also be remembered that the Agricultural Adjustment Act calls upon the Secretary of Agriculture to establish prices on a parity with those of 1909-14. Recent prices of wool and lambs are above that point.

As to voluntary limitation of lamb production, is it likely that even concerted action by range men could for long restrict production in the East or the West?

The question of increased lamb production needs study and discussion by students of the sheep industry. The Wool Grower is open as a forum for such discussion and it is hoped that comments, criticisms or suggestions will be offered in abundance.

In leaving the question in this stage, the Editor suggests consideration by those who shall discuss it, of the alternative of specific and direct work by wool growers' organizations to increase the demand for lamb to the point of maintaining living prices under such conditions of supply as might develop, if all classes of agricultural producers are free to exercise their own judgment in regard to what they produce or market.

### SHEEPMEN'S CALENDAR

California Ram Sale, Sacramento—May 23-24.

California Wool Show, Sacramento—May 23-24.

Arizona Wool Growers' Convention, Flagstaff—July 10-11.

## Forest Grazing Fees in 1934

THERE is an increase of 12 per cent in this year's forest grazing fees for sheep as compared to 1933. The 1934 charge remains at 50 per cent of the 1931 scale, which stockmen would be paying this year had it not been for the decision rendered by Secretary of Agriculture Wallace last May.

In 1933 the average country price for lambs in the eleven western states, as computed by the Bureau of Agricultural Economics, was 4.85 cents per pound. In 1932 the figure was 4.18 cents. The average price, 1920-32, was 9.2 cents.

Under the plan put into effect by Secretary Wallace last year each year's fees would bear the same relation to the 1920-32 price as the 1931 scale of charges bore to that same figure, 9.2 cents. In 1931 the average monthly fee for sheep in all the forest states was 4.5 cents per month. Last year it was 2.05 cents. This year it is to be 2.35 cents. These are average figures for all the forests. This year's fees will vary in different sections according to how far the local fee was formerly above or below the general average of 4.5 cents.

Cattle prices fell in 1933 to 16 per cent below the 1932 country prices in the western states; consequently cattle grazing fees are somewhat lower this year. The 1934 cattle fees amount to one half the 1931 charge.

## The Extent of F.C.A. Loanings

A RECENT summary report from the Farm Credit Administration shows the following amounts of various classes of loans outstanding as of January 31, 1934:

Federal Land Bank Loans	\$1,374,814,609
Intermediate Credit Bank Loans, including \$75,-204,700 discounted for Regional Agricultural Credit Corporations	150,011,600
R.A.C.C. Loans	145,130,099
Loans from Agricultural Marketing Revolving Fund to Cooperatives	167,439,411
Loans from Central Bank for Cooperatives	14,001,803
Loans from Regional Banks for Cooperatives	1,384,068



## Lamb Supplies and Prices

THE \$10.00 mark for fat lambs was reached at Chicago on February 15. That price has not been reported since June, 1931.

Many students of lamb supply and price data had expected this price to be reached last fall. It was well known that the 1933 lamb crop was considerably smaller than that of 1932. Also, it seemed certain that there would be an increased number of ewe lambs held back from the 1933 crop. Although this expectation has now been realized, the lamb slaughter has continued through January at practically the same rate as from the 1932 crop. The figures on Federally inspected slaughter for the first nine months of business in 1933 lambs, along with figures for the two previous crops, are shown in the table.

FIRST NINE MONTHS FEDERAL  
INSPECTED SLAUGHTER FROM  
THE LAMB CROPS OF 1931-  
1932-1933

	1931	1932	1933
May	1,444,422	1,443,612	1,504,790
June	1,516,135	1,528,826	1,490,445
July	1,490,673	1,383,840	1,398,742
August	1,597,694	1,579,327	1,532,240
September	1,666,986	1,667,411	1,608,661
October	1,804,041	1,601,103	1,668,445
November	1,505,120	1,388,485	1,355,930
December	1,580,848	1,264,292	1,390,115
	1932	1933	1934
January	1,679,000	1,332,000	1,406,646
Nine Months	14,284,919	13,188,896	13,356,014
February	1,439,000	1,250,000	
March	1,428,000	1,413,000	
April	1,497,000	1,409,000	
TOTAL	18,648,919	17,260,896	

The figures show an increase so far of one per cent in slaughtering of 1933 lambs as compared with the 1932 crop. Some students of the question have claimed that an error must have been made by the Department of Agriculture in reporting a smaller crop last year. That report showed for the twelve range states, omitting Texas, a decrease of 1,065,000 head, or about 7 per cent. Texas alone, however, had an increase of 357,000 head. In the 21 native lamb states, the decrease was only 21,000, making a net loss for the whole coun-

try of only 729,000 head, or 2.5 per cent.

The record as to the first nine months of slaughter from the 1933 crop suggests that the decrease in that crop as reported by the government was more nearly correct than a good many people thought it was. Of course, the final check-up cannot be made until the April slaughter report is available. Also, it must be remembered that the only reports of slaughter obtainable are for such as is done in plants having Federal inspection. This is generally considered to be 80 per cent of the total kill in the case of lambs.

Perhaps there really has been a marked drop in the number of 1933 lambs handled at other points. There is no way of knowing for sure about this, but some California figures are interesting. Last year that state had a lamb slaughter of 2,317,000 head, which is 13 per cent of the Federally inspected slaughter for all of the country. A large part of the lambs consumed in California are handled in plants having state or local inspection, so the fact that there was a falling off amounting to 8 per cent, 203,000 head, in that state last year may be taken to show that while the larger plants in the central west and east that have Federal inspection kept up their numbers, there may actually have been a considerable decline in the volume of the outside slaughter.

It may yet be shown that the number of lambs available for slaughter from last year's smaller crop is as low as has been expected by the bull side of the market, but if this is to be true, there will have to be a very great reduction in kill of February, March, and April. For the principal feeding sections of Colorado and Nebraska, the government estimates show 12 per cent fewer lambs in the feed lots on February 10, than were there one year ago. If the last three month's Federal slaughter is also 12 per cent smaller, then the kill from the 1933 crop will check out almost exactly with the government esti-

mate of the decline of 2.5 per cent in the total number of lambs raised. If the number of ewe lambs finally kept over really is considerably larger than in the case of the 1932 lambs, the shortage in numbers killed in February, March, and April may be more than 12 per cent. Either this, or there is something terribly awry with all the official figures.

### The Price Changes

If the packers have had as many lambs to kill and sell as they had one year ago, why then the rise in prices? Such a question may naturally be asked, although a part of the answer is generally understood. Last spring's advance in wool was reflected in live lamb prices. Regardless of what may be said on the point of apparent limited buying competition between the larger packers, there is sufficient competition on the buying side of the lamb market to ensure benefits to the producer when higher prices are being paid by the wool trade or by the consumers who purchase lamb. This buying competition is most evident as coming from the smaller independent concerns represented at Chicago by city butchers and by orders from eastern seaboard firms who buy large numbers on western markets for shipment for slaughter at their own plants from which they are sold, freshly killed, to the retail trade in competition with western dressed carcasses and others killed in local eastern plants controlled by western packer concerns.

While wool advanced approximately 17 cents per pound between April and November, good live lamb prices at the markets were marked up approximately \$1.50. This, it was said, was altogether due to better pelt and by-product values. Dressed lamb had advanced very little or none at all at the last of November, and it was shown that it could not do so while such large amounts of unusually cheap beef and pork continued to flood the market. Nevertheless, the January average carcass price of lamb for January was \$1.50 higher than for December, and wool

prices had not been marked up appreciably although the market was very strong. At the middle of February, wholesale prices of dressed lamb were still advancing and good grade carcasses reached \$17.00 at New York. At the same time, live lambs moved up until \$10.00 was paid at Chicago.

This change, however, does not argue such a strong demand for lamb that it could be priced without regard to beef and pork prices. As a matter of fact, fresh pork loins also advanced materially between November and February and this was reflected in the hog market at the beginning of February. There was a small rise in wholesale prices of beef and of beef cattle. Evidently, the demand for meat was in better shape as a result of more employment and some improvement in general business. Going into the livestock markets with better meat prices behind them, the packers found increased receipts of hogs and cattle and live prices were not greatly advanced. With lambs the situation was different, especially at Chicago where the competition of eastern orders for live lambs met the requirements of the larger packers. The demand was strong and supplies comparatively light, and the price advance was larger than with cattle or hogs.

The figures in the table included in this article show that there had been no falling off in lamb slaughter up to the end of January. This fact, however, does not tell the whole story. Evidently the Federally inspected plants, up to January 31, were obtaining as many lambs as one year ago. But the reports of market receipts show a decrease. From December 1 to February 10, the receipts of lambs at the seven largest markets were 43,000 head, or about 2 per cent lower than one year ago. In the first three weeks of February, however, these seven market receipts were 21 per cent off. In Chicago alone at that time, receipts were 36 per cent lower than the year before. Every one of the seven markets showed lighter receipts and at Buffalo the runs were more than 50 per

## In Memoriam

Hollis R. Mills

**HOLLIS R. MILLS**, prominent sheepman of Park County, Colorado, and well known in stockmen's circles of the entire West, died at Colorado Springs, February 28, following a major operation.

At the time of his death and for many years previous, Mr. Mills was manager of the 80,000-acre holdings of the Colorado Land and Live Stock Company, one of the largest sheep outfits of the West. Mr. Mills was also county commissioner of Park County and had held many other important positions in his community.

Mr. Mills was born in New York State, but came to Colorado when nine years old and had lived there since then. He was 56 years old at the time of his death.

Mrs. Mills, a son, Edward, also in the sheep business in Colorado, a daughter, Mrs. Ida Spindle, and four grandchildren survive.

cent lower than in 1933. Early in February, a 12 per cent shortage in Colorado feed lots was reported.

So it appears that after all the expected real shortage in the lamb supply was revealed forcibly in the February markets. On the basis of supply, the feeders can expect to have a strong market for the balance of the shipping season.

California lambs are reported to be in good condition and should open the spring lamb movement on a price level more encouraging to growers than for a number of years. Prices for the later shipments will be affected by the size of the 1934 crop. It is plain that the consumptive demand is broad enough to absorb reasonably large supplies at the new higher prices. Most business forecasters see further improvement in general business and employment and consequently in consumer purchasing power. So far as can be judged now, wool prices should continue, if

not increase their support to values of live lambs.

All of which brings up the question for some future time as to how lamb production will be increased and what size of a lamb crop can be put into consumption on a price level that allows some profit for producers.

## Manufacturers Consider Wool Promotion Program

**PROMOTION**, limitation and allotment of production, and wage equalization were the principal subjects discussed at the annual meeting of the National Association of Wool Manufacturers at New York on February 14.

The report of the committee on promotion was given by Col. C. F. H. Johnson. He pointed out that the need for promoting the use of woolen products was just as urgent now as it had ever been and that in fact, the industry was facing a "receding market and more and more idle machinery." Vigorous opposition was also expressed by Col. Johnson to the practice of selling substitutes as real wool. Two methods of approach were suggested by Col. Johnson in promoting the sale of woolen garments; one by appealing to personal vanity and the other by presenting the excellent qualities of wool.

The association took no definite action on the promotion program, but the committee is to make a further study and later report on estimated cost of such a campaign.

On the limitation of production and allocation of production and wage equalization, there was a great diversity of opinion and a lot of debate, and it was finally agreed that a later meeting should be held for further discussion and action.

The manufacturers reelected Arthur Besse as president of their organization. Vice presidents include Franklin W. Hobbs, Col. C. F. H. Johnson, and Francis C. Luce, and the secretary is Walter Humphreys.

## Packers Accused of Price Fixing

THE following Associated Press dispatch appeared in the Salt Lake Tribune, February 23:

WASHINGTON, Feb. 22 A.P.—Secretary Wallace charged ten large meat packers today with combining to control southern retail meat prices.

He named Armour & Co., Swift & Co., Wilson & Co., Morris & Co., St. Louis Independent Packing Company, Abraham Brothers Packing Company, the Cudahy Packing Company, Jacob Dold Packing Company, John Morrell Co., and the Memphis Packing Company.

Each was charged with having used "certain unfair, unjustly discriminatory and deceptive practices and devices while engaged in the business of meat packing," of having exchanged information on prices and conditions of the sale of meat, of fixing prices, and apportioning sales.

The action, the first to be taken under authority of the Packers and Stockyards Act, set April 9 as the date for beginning a hearing on the charges and gave the respondents until March 24 to file answers to the complaint. If the hearing establishes proof of the charges, the Secretary of Agriculture is authorized under the Act to issue a "cease and desist" order against the firms named.

Should that order be violated, Seth Thomas, solicitor for the department, said, court action could be instituted against violators. Upon conviction, they would be subject to a fine of not less than \$500 or more than \$10,000 or imprisonment of not less than six months or more than five years. Each day such an order is violated would constitute a separate offense, he said.

From Harold H. Swift in Chicago came a quick denial that his firm, Swift & Co., was guilty as charged.

"Swift & Co. deny the charges in the complaint and are confident that there has been no violation of law," he said.

Further comment from packers is reprinted below from the National Provisioner of February 24:

Commenting on the case Thomas E. Wilson, president of Wilson & Co., said that if the Secretary of Agriculture believed that there has been irregularity in the conduct of packers mentioned in the southern states he is entitled to act under the Packers and Stockyards Act.

"I believe, however," Mr. Wilson said, "that the complaint will not be justified when the facts are known, and I am sure that the companies named will gladly cooperate with him in developing the facts.

"As a matter of fact," Mr. Wilson continued, "if they had had an opportunity, they would have done so without the com-

plaint and the resulting publicity, which is damaging to the industry."

P. L. Reed, vice president of Armour & Company, said: "Armour & Company is certain that there has been no violation of the law as charged in the complaint filed by the Secretary of Agriculture, and is confident that the facts when developed will show conclusively that there is keen competition among packers and that the charges will not be justified. We are cooperating in every way with the Agricultural Administration, and complying with the provisions of the Packers and Stockyards Act."

## January First Report on Numbers of Sheep

A DECREASE of 362,000 or seven tenths per cent, in the number of sheep in the United States on January 1 is shown by the annual estimate of the United States Department of Agriculture.

In the 11 range states outside of Texas there was a decline of 504,000, or 2 per cent. Texas alone increased 535,000. The remaining 36 states which have about one third of the sheep population showed a decrease during last year of 400,000 head. Wyoming shows a decrease of 7 per cent, Nevada and California 5 per cent, Utah 4 per cent, Colorado 3 per cent, New Mexico 2 per cent.

These January estimates are based on reports by the Department of Agriculture from correspondents in all parts of the country. They include all classes and ages of each kind of livestock. The decrease in total sheep numbers reported this year is less than the estimated falling off in the number of lambs on feed, which means, the Department says, that for the entire country there has been a slight increase in numbers of stock sheep. The present report reflects the winter and spring losses of last year, which were apparently more than offset by the number of ewe lambs kept over for breeding use.

In the numbers of all cattle, an increase of 2.8 per cent is shown. This is equal to 1,800,000 head. About one half of this increase was in dairy stock.

Numbers of sheep in each of the states having one million head is shown in this table for the last two years.

NUMBERS OF ALL SHEEP AND LAMBS ON JANUARY 1, 1934 AND 1933

	1934	1933	Per Cent Change
Iowa	1,274,000	1,208,000	+5
Michigan	1,171,000	1,230,000	—
Minnesota	1,174,000	1,137,000	+3
Missouri	1,189,000	1,200,000	—1
Ohio	2,110,000	2,079,000	+1
South Dakota	1,371,000	1,441,000	—5
Other 30			
Native States	8,761,000	9,145,000	—
Arizona	1,010,000	1,003,000	+1
California	2,886,000	3,038,000	—5
Colorado	3,008,000	3,093,000	—3
Idaho	2,396,000	2,264,000	+6
Montana	4,144,000	4,087,000	+1
Nevada	979,000	1,019,000	—4
New Mexico	2,757,000	2,820,000	—2
Oregon	2,391,000	2,355,000	+2
Texas	8,179,000	7,644,000	+7
Utah	2,242,000	2,360,000	—5
Washington	721,000	720,000	—
Wyoming	3,614,000	3,893,000	—7
12 Range States	34,324,000	34,296,000	+0.9
United States	51,374,000	51,736,000	—7

## Summary of Idaho Lamb Pool Shipments

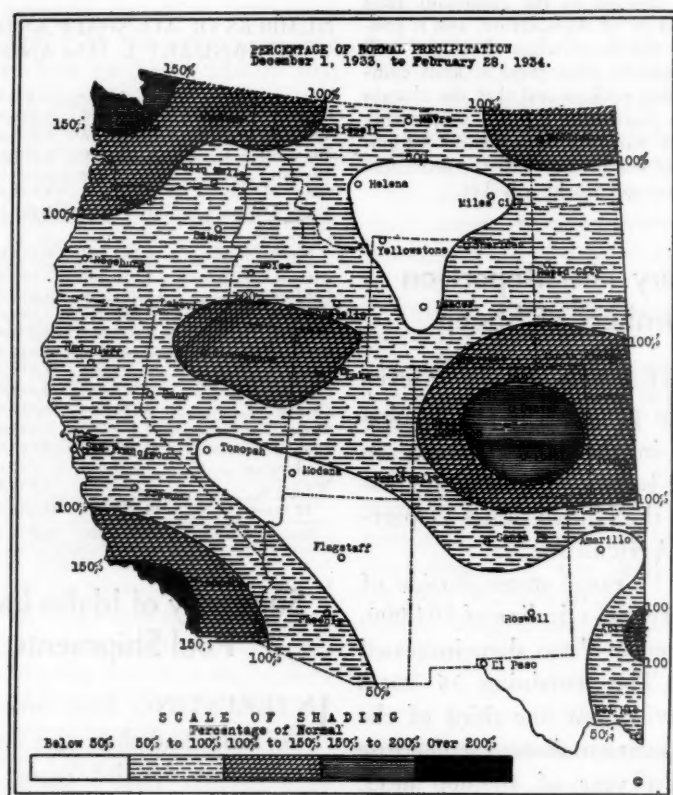
INTERESTING facts and figures on lamb and sheep are contained in a recent detailed report of last year's Idaho lamb pools. This report is published by the Extension Division of the University of Idaho. It covers 73,000 farm lambs which were shipped in cooperative pools under the direction of county agents in 1933.

The 73,068 pooled farm lambs were mainly from southern Idaho and of this number 70.73 per cent were sold on the markets as fat lambs, 26.82 per cent as feeders and 2.45 per cent as culls. The fat lambs had an average selling weight of 80.35 pounds and sold at the average price of \$6.99. The average weight of the feeders was 70.4 pounds and the average selling price, \$6.06. About one third of these lambs were sold on the Denver and river markets in August. The bulk of the others were marketed in June and July.

The average shrinkage between home weights and market selling weights was 4.84 per cent.



# A Mild, Dry Winter



NEARLY three quarters of the area comprised within the accompanying chart has had a warmer, drier winter than for several years; in fact it has never been milder in the 50 or 60 years of instrumental weather records, in some parts of the West, for the winter as a whole. Grazing conditions on the winter ranges have been poor, and the areas restricted for the want of moisture, but nevertheless livestock have generally held up exceptionally well, considering the feed shortages on the range, because of the warmth and absence of storms. Much less feeding was necessary in most sections for this reason. The dearth of precipitation has persisted rather steadily through the winter in many

states, including Utah, Idaho, Montana, Wyoming and Oregon, while much of western Texas, New Mexico, California and Washington are deficient in moisture. Northwestern Washington has had a winter excess, but the excess occurred briefly in December, (somewhat in January), leaving the state in further need just now. Southern California also had heavy rains, chiefly in December, which brought its totals much farther above normal than their effects would indicate, as much of the moisture was lost in runoff. That section is again in need of moisture, as is practically the entire West, excluding some parts of eastern Colorado, which fared better in February than the rest of the West.

Precipitation on western livestock ranges during December, 1933, and January and February, 1934, with departures from normal, for three months, and for six months (in inches)

	Normal 3-Months Precipitation	Actual 3-Months Precipitation	Excess (+) or Deficiency (-) 3-Months	Excess (+) or Deficiency (-) 6 Months
<b>Washington—</b>				
Seattle .....	14.43	22.93	+8.50	+8.45
Spokane .....	6.12	7.19	+1.07	+1.68
Walla Walla .....	6.31	5.22	-1.09	-1.19
<b>Oregon—</b>				
Portland .....	18.68	24.87	+6.19	+12.21
Pendleton .....	4.85	4.20	-0.65	-0.93
Baker City .....	4.32	2.77	-1.55	-2.65
Roseburg .....	15.14	10.31	-4.83	-10.34
<b>California—</b>				
Red Bluff .....	12.98	12.18	-0.90	-4.44
San Francisco .....	12.44	9.90	-2.54	-4.83
Fresno .....	4.61	3.21	-1.40	-2.58
Los Angeles .....	8.80	13.74	+4.94	+3.64
<b>Nevada—</b>				
Winnemucca .....	3.02	3.44	+0.42	-0.75
Reno .....	3.70	2.82	-0.88	-0.16
Tonopah .....	1.25	0.59	-0.66	-2.34
<b>Arizona—</b>				
Phoenix .....	2.57	1.39	-1.18	-1.66
Flagstaff .....	7.18	1.99	-5.19	-5.15
<b>New Mexico—</b>				
Santa Fe .....	2.16	1.89	-0.27	+0.30
Roswell .....	1.78	0.22	-1.56	-2.59
<b>Texas—</b>				
Amarillo .....	2.02	0.20	-1.82	-6.78
Abilene .....	3.36	3.68	+0.32	-8.23
Del Rio .....	1.84	1.24	-0.60	-8.33
El Paso .....	1.40	0.14	-1.26	-2.93
<b>Montana—</b>				
Helena .....	2.30	1.12	-1.18	-1.66
Kalispell .....	4.13	4.16	+0.03	+1.43
Havre .....	1.84	1.21	-0.63	-1.38
Miles City .....	2.05	0.56	-1.49	-2.30
Williston, N. D. ....	1.53	2.28	+0.75	+0.86
<b>Idaho—</b>				
Pocatello .....	3.87	3.49	-0.38	-2.40
Boise .....	4.74	3.98	-0.76	-2.57
<b>Utah—</b>				
Logan .....	4.28	4.57	-0.29	-2.82
Salt Lake City .....	4.25	4.22	-0.03	-2.61
Fillmore .....	3.76	3.64	-0.12	-2.99
Modena .....	2.63	0.95	-1.68	-2.25
Castle Dale .....	2.10	1.26	-0.84	-0.83
Monticello .....	4.55	2.43	-2.12	-0.79
<b>Wyoming—</b>				
Yellowstone Park .....	4.42	2.23	-2.19	-3.26
Sheridan .....	2.19	1.24	-0.95	-2.19
Lander .....	1.91	0.73	-1.18	-3.05
Cheyenne .....	1.61	2.15	+0.54	+0.19
Rapid City, S. D. ....	1.37	0.83	-0.54	-2.77
North Platte, Neb. ....	1.45	1.63	+0.18	-0.55
<b>Colorado—</b>				
Denver .....	1.66	2.84	+1.18	-0.05
Pueblo .....	1.28	2.32	+1.04	-0.20
Grand Junction .....	1.81	2.11	+0.30	-0.12
Dodge City, Kan. ....	1.78	2.55	+0.77	-0.50



# Around the Range Country

THE notes on weather conditions, appearing under the names of the various states in Around the Range Country, are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications for the month of February.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and of importance and significance to wool growers.

## WYOMING

Mild weather with but little precipitation, which prevailed much of the month was highly favorable for livestock, though the want of moisture was a detriment in most open grazing sections. Livestock held up satisfactorily, however, until the closing week which was decidedly unfavorable. It was exceptionally cold and stormy, with blizzard conditions of driving snow accompanying the low temperatures. These detrimental conditions have left livestock in only fair condition as a general rule, some being in poor circumstances.

### Evanston

Much better weather and feed conditions have prevailed here than in the previous two or three years. Also, a smaller number of range sheep are getting feed this winter.

A wage of \$40 is the present pay for camp tenders and herders, camp tenders doing the work for one camp.

There are fewer old ewes in the flocks, and more ewe lambs were kept over last fall for breeding purposes.

Very little profit was made in this section last year. I think it would take about four years for the average sheep outfit to pay off its debts, that is, with conditions favorable.

It appears to me that sentiment here is divided as to government regulation of grazing on the public domain.

Antone Hansen.

### Powder River

Although the weather here has been good, the feed has been poor.

The wage for herders is \$40 per month and board, and the same for camp tenders doing the work for one and two camps.

The average age in the ewe flocks is less than it was two or three years ago, and last fall a few more ewe lambs were kept over in comparison with previous years.

About one quarter of the sheep outfits in this section showed book profit last year; expenses are considerably lower than they were three years ago.

Coyotes are less troublesome than they were two years ago.

Feeling here is divided as to government regulation of grazing on the public domain.

D. S. Miller.

### Soda Wells

We have had less snow and stormy weather this year than we have had in two or three years. The grass, though, seems to have less strength, possibly on account of grasshoppers. I believe there are more range sheep getting feed this winter.

From \$30 to \$40 is the wage for herders. About \$40 is the wage for camp tenders who do the work for two camps.

Because of the poor market for old ewes, the average age of the flocks is older. A slightly larger number of ewe lambs were kept over last fall for breeding purposes.

Most sheep outfits here seem to have made some profit last year. If conditions were right, I believe it would take from two to five years for the sheepmen in this vicinity to pay off their debts.

James I. McManamen.

## Thermopolis

This January has been far ahead of any winter I ever have seen in my 50 years in Wyoming. The weather now is warm and mild, but the feed short. A smaller number of range sheep are getting feed this winter.

Forty dollars is the monthly wage of herders and camp tenders. The camp tenders do the work for two camps.

About the same number of ewe lambs were kept over last fall for flock replacements. Also, the average age in the ewe flocks generally is under what it was three or four years ago.

Most of the sheep outfits in this part of the country made at least a little profit last year. I think it would take about three years for the average sheep outfit to pay off its debts, with wool netting 30 cents at the ranch, and fat lambs 10 cents at the central markets.

People in this vicinity favor state control of the grazing on the public domain.

Charles McQueen.

## MONTANA

The first three weeks were abnormally warm, and with comparatively few stormy days, were highly favorable for livestock, which required much less feeding than usual; both cattle and sheep held up better than usual. The last week was much colder, however, and with more or less snowfall, gave livestock a setback temporarily. Heavier feeding was necessary, and some lambing losses occurred; but generally livestock are still in very good condition. The soils are none too wet for this time of year, some sections being dry.

### Perma

In my 43 years in Montana I have never seen a more ideal winter. It has not been necessary to do any feeding so far (February 8).

Possibly 5 to 10 per cent of the men made some money last year, but most of them just broke even. If good prices can be maintained for wool and lambs, it might be possible to clear off our indebtedness in from three to five years. I figure, however, that it will take a couple of years to replace equipment that has worn out.

About three fourths of our ewes are above three years in age, but last fall we were able to hold back more of our ewe lambs for flock replacements; the year before there were practically no lambs kept at all.

Herders are getting \$30 a month and camp tenders, taking care of one camp, \$15 to \$20.

James W. Gladden.

#### Weldon

The weather has been fair to good, but the range is very poor (February 8). The range has deteriorated a good deal in recent years.

The age of our ewes is about normal. We disposed of some of the old ewes last fall and kept about the usual number of ewe lambs.

Herders are getting \$30 to \$40 a month and camp tenders, \$20 to \$30.

L. A. Dreyer.

#### Burns

It has been a milder winter than usual, but the range is poor (February 4), and a larger number of sheep are being fed than usual.

Lambs were under weight last fall on account of the drouth during the summer and the grasshopper menace, and the ewes went into the winter thinner than usual. Thirty per cent more of our ewes are aged than was the condition three or four years ago, but we kept about 20 per cent more ewe lambs than we did the previous year.

Very few of the sheepmen could count much of a gain on 1933 operations. It will take from five to ten years, even with good markets, to pay off our loans.

Herders' wages are \$30 to \$35 a month.

J. R. Fritchie.

#### Victor

Conditions on the range have been excellent, better than for two or three years past. A smaller number of sheep have been fed also.

I would say that about half of the sheepmen made some profit last year, depending on when they sold their wool. Operating expenses on the whole are down about a third.

More ewe lambs than usual were kept last fall to be used in replacing old ewes, which now make up a large percentage of our bands.

Wages for herders range from \$40 to \$60 a month, depending on the size of the bands. We are not troubled much with coyotes.

Sentiment here favors state ownership and control of the public domain.

Maurice Gould.

#### Darby

The Bitter Root has the best winter range in history; far superior in all ways to what it has been the last few years. We are feeding a slightly larger number of range sheep than usual. Our ewes are much older, about two years, in average age, than the flocks were three or four years ago, but possibly 10 per cent more ewe lambs were retained last fall for breeding purposes than in previous years.

Herders get \$30 a month in the winter and \$40 during the summer. Camp tenders get the same and take care of one camp in the winter and two in the summer.

A slight profit was shown by all sheepmen on 1933 operations and if good markets for wool and lambs continue, most of them would be in the clear in a couple of years or so.

We feel that Federal Government has handled forest grazing problems very efficiently. I think the Bitter Root Forest Service the finest government organization I have ever had business with.

J. Bland Catlett.

#### Niarada

Feed and weather conditions have been a lot better this year than in

several recent years, and it has not been necessary to feed quite so many of the range sheep.

I think about 40 per cent of the wool growers made a profit last year; expenses are 10 per cent lower than they were three years ago.

The flocks are much older on the average than they were in 1931, although more ewe lambs are being kept now to make replacements than has been possible in the last few years.

We pay our herders \$40 a month and camp tenders, with two camps to look after, \$30 a month.

Coyotes are more troublesome.

Gold & O'Connell.

#### IDAHO

Mild weather prevailed, with more or less rain, and some snow. The lower country has been bare and the soils in good working condition on farms. Pastures are good and livestock are reported to be thriving in many places. The season is very much ahead of normal. Winter wheat is emerging favorably. Many sheep are still in feed lots, and lambing has been rather active. There has been a normal amount of sunshine, and weather conditions generally have been fine.

#### Weiser

Range conditions are pretty good here (March 4). We haven't had to feed as many sheep as usual. Feeling around this section is not too favorable toward government control of the public domain.

More ewe lambs were kept last fall to make replacements in our flocks. I think the average age of our ewes is about what it was three or four years ago, but it may be just a little higher than it was then.

Not many of the men made money last year, but expenses are about one half of those of three years ago. We pay our herders and camp tenders \$50 a month.

Mack H. Hand

(Continued to page 31)

# Hairiness In Wool

*Recent Research in New Zealand*

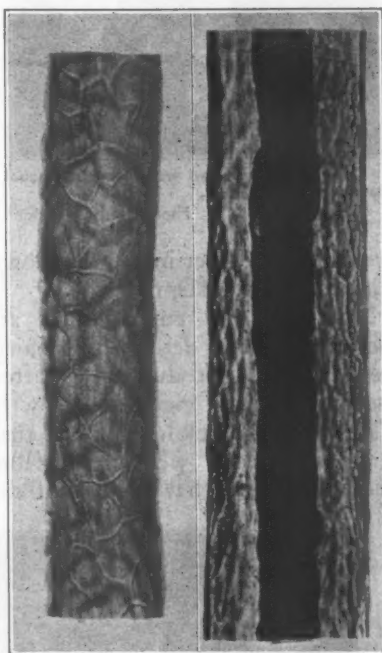
By DR. F. W. DRY, Massey Agricultural College, Palmerston North, New Zealand

**H**AIRY wool fibers contain a spongy pith or medulla. In carpet wools this is expected, while in the fine-wooled animals this defect is rare. It is in "crossbred" wools, in breeds normally of intermediate count, that hairiness causes trouble. A great deal of attention has recently been paid to this fault in New Zealand.

If medulla is at all coarse its presence is usually readily detected by eye, and wool men are often expert in recognizing fine medulla. Greater accuracy in judging a sample is attained with the benzol test. This is a modification, due to Sutton and Elphick, of the glycerin test of Prof. J. F. Wilson of California. Pure wool and glycerin or benzol have the same refractive index. When a specimen is placed in benzol in a black tray and covered for convenience by a piece of plate glass, pure wool becomes invisible, but any medulla shows up white owing to the reflection of light from the contained air.

This test is very valuable as a research device, to say nothing of its usefulness in the selection of breeding stock. At present, however, as a working method in sheep breeding it has to be employed largely in the light of common sense. Definite standards have not been established. To select against all medulla is a counsel of perfection. Elphick has worked out sampling methods. He recommends the testing of four or more staples from each of the positions, shoulder, side, and hip, but in many animals, very good or very bad, the situation can be ascertained more quickly. Exceptions occur occasionally, but it is a general rule that the three regions named are progressively more liable to be hairy, a fact which of course simplifies testing.

There are two kinds of hairiness in that roots growing hairy fibers may



Left—Microphotograph of a fine wool fiber, i.e., a fiber not containing medulla. The scales on the outside of the fiber show well. (High magnification.)

Right—Microphotograph of medullated wool fiber. The medulla, which is full of air, shows dark. (High magnification.)

Photos by H. Drake.

be put into two big groups according to the developmental histories or careers of the fibers they produce, while details of structure also play some part in this classification. The fiber roots are placed in the kemp or shedding group on the one hand, and the non-kemp or non-shedding division on the other, according to whether the fiber grown in a newly founded root is shed at a definite time or persists more or less indefinitely. Some roots, however, stand on the borderline between the two groups, it being touch-and-go whether the original occupant of the follicle is or is not shed within the first two or three months of life. After shedding the birthcoat kemp, or after shedding two or more kemps

grown in succession, a follicle may change over to growing a persistent fiber which may be very hairy indeed, or, at the other extreme, not hairy at all. All the hairy fibers of the lamb's coat, with possible unimportant exceptions, begin to grow before birth, or succeed shed hairy fibers in roots that are founded in pre-natal life.

The biggest birthcoat kemps, the so-called "halo-hairs," stand out prominently at birth, so that docking time affords a convenient opportunity for selecting against them. Hairy fibers of persistent growth show hardly any hairiness at the time of birth. At birth the lamb's coat is mainly composed of fine curled fibers innocent enough then, but the question is, what happens as these fibers continue their growth. They may or may not be hairy. If they are to become hairy they do so, in lambs making ordinary progress, in the first few days or first week or two, as also do any fibers to be shed that cannot be recognized as objectionable at birth. We can thus pick out very early the animals that are to be perfectly good in this respect in the first fleece, and we can ascertain the abundance of hairy fibers. But if medulla makes its appearance we can at present only wait to see what portions along the length of the fiber are to be affected. Detailed studies of the fiber types and their development have been in progress for several years, and one of the main practical aims of this work is to learn to judge of the hairiness of the first fleece at as early an age as possible.

It must also be our aim to foretell from the first fleece how hairy the second and later fleeces will be. Commonly the degree of hairiness is much the same for each of the first four fleeces, but later fleeces may





Lamb with many large birthcoat kemps, or halo-hairs.



Lamb extremely free from large birthcoat kemps, or halo-hairs.

Photos by T. Gabriel.

be coarser than the first and second fleeces, so that their hairiness is more readily detected by eye, and medulla may extend further down the staple towards the butt. At the same time it often happens that animals slightly hairy at the tip of the staple on the back and side are free from medulla in the same regions of the second fleece. This is a matter of some practical importance, and from this clue something will perhaps be learnt about the causes that make wool hairy or not hairy.

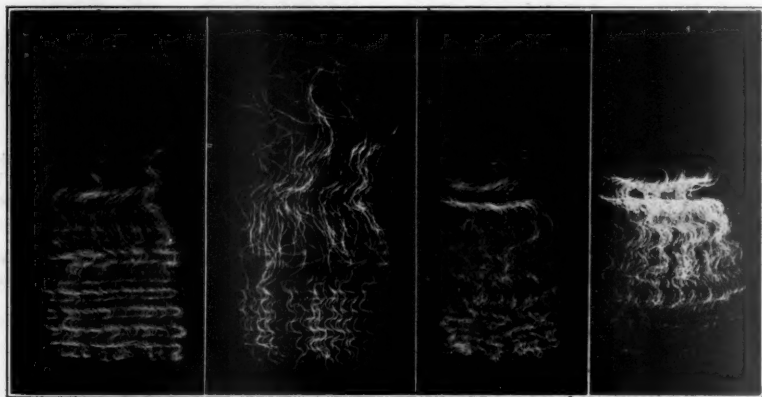
Hairiness is largely a matter of heredity, as any breeder will say, and there is evidence from breeding experiments. In these experiments when the two parents are alike in their degree of hairiness of either kind—kemp or non-kemp—the lambs on the whole resemble them, but wherever it is possible for lambs so to differ from their parents, some are more hairy, some less so, than either parent. Sheep showing either kind of hairiness are easy to breed, but especially, on present experience, those having non-kemp hairiness, which is of far the more economic importance in New Zealand "cross-bred" sheep. Owing to the many kinds of variation found in non-kemp hairiness it is easier to carry out accurate experiments upon the inheritance of kemp. Rigid selection against large birthcoat kemps proved particularly effective. It is encouraging that in crosses between certain Luster and Mountain breeds in Britain, the luster side, which is very free from any kind of hair, produces

a remarkable effect in keeping down hairiness in the offspring.

Nutrition and environment are also important in determining hairiness. Medulla production is often associated with vigorous growth. Waters and Elphick have shown that when specimens were free from medulla only in that portion of the

shown in simple experiments in which moderately hairy animals, both full-mouth ewes and hoggets, were shorn in the spring on one side, but not on the other. In the great majority the wool grown during the two months after this time of shearing, when examined in benzol, was perceptibly more hairy on the shorn than on the unshorn side.

It will be seen from this sketch that the problems of hairiness afford fine exercise for human wits. The effects of environment and of heredity have to be unravelled. We must try to understand the interplay of forces down in the fiber root. In the mass of detail observed by eye or through the microscope we must look for clues from which to recognize the interacting forces that are at work, and it is evident that we shall have to think a lot about output



Wool sample of four-months' growth from back of lamb (two thirds natural size). The picture to the left shows the sample photographed dry; to the right, photographed in benzol. The hairy fibers are either shed birthcoat kemps (upper) or fibers growing after them from the same roots (lower). The rest of the wool is free from medulla.

Wool sample of four-months' growth from back of lamb (two thirds natural size). Picture to the left shows the sample photographed dry; to the right, in benzol. This specimen is entirely free from birthcoat kemps, all the hair fibers, which are numerous, belonging to the non-kemp or non-shedding group.

Photos by P. McMahan.

staple grown in the depth of winter, the growth of the fleece was at that time at its slowest. The effects of malnutrition have become apparent in lambs shown by weight records to have grown very badly for the first two or three months. Although grown later, medulla failed to appear at times in early life when, if the lamb was capable of producing it all, it was to be expected. The effect of environmental conditions was well

of fiber stuff on the one hand and its keratinization to pure wool on the other. In his recent presidential address to the International Genetics Congress, Prof. T. H. Morgan pointed to the need in applied animal genetics for studying the inheritance, not merely of visible structure, but of physiological potentialities. This is the urgent need in the attack upon hairiness in wool.



## The New Mexico Meeting

THE New Mexico Wool Growers Association held its thirty-first annual convention in Albuquerque on January 10, the day before the opening of the convention of the American National Live Stock Association in the same city.

President Floyd Lee reviewed the association activities during the past year, with particular reference to the suit pending against the State Tax Commission for a reduction in the valuations on grazing lands. He also discussed processing taxes, the Taylor public land bill, and the current epidemic of stomach worms in sheep. On this latter point, the stomach worm epidemic, Dr. F. L. Schneider of the United States Bureau of Animal Industry, gave a very instructive and helpful talk.

Another convention speaker was Col. E. N. Wentworth of Armour and Company, who charged that the present hog-corn program of the government was hindering rather than helping the return of more profitable times to that industry and urged that cattle and sheepmen keep their products free from processing taxes.

The operation of Federal credit agencies was discussed by Chas. A. Stewart, assistant production commissioner of the Farm Credit Administration, and Geo. Hunker, manager of the Regional Agricultural Corporation at Santa Fe. Mr. A. S. MacArthur of Wagon Mound told of his trip through the eastern lamb market centers.

Mr. Lee was reelected president for the seventh time; Jose Ortiz y Pino of Galisteo was named vice president; and Miss Isabel Benson was continued as secretary. The 1935 meeting of the association will be held at Roswell.

Resolutions adopted by New Mexico wool growers endorsed the Taylor grazing bill; opposed any Federal processing tax on sheep and wool; asked for legislation to give relief from Secretary Ickes' order that all fences be removed from the public

domain; asked that interest rates on loans to livestock men from Federal credit agencies be reduced from 6½ to 4 per cent; recommended that all public domain lands be withdrawn from homestead entry and withheld from entry in the future; commended the work of the

Biological Survey and the policy of the Farm Credit Administration in handling wools on which the government has loans; and pledged cooperation and support to the National Wool Growers Association and the New Mexico Cooperative Wool Marketing Association.

## A Plan for Regulating the Lamb and Mutton Supply

JUDGING from recent press reports one of our closest neighbors in the livestock industry is having a rather close race keeping out of the clutches of the "Big Bad Wolf" of Agriculture, the A.A.A.

Now, just what causes the U. S. Department of Agriculture to so insistently demand that cattle be classified as a "basic commodity" and be immediately placed under the control of the A.A.A.? The answer is, that the cattle growers have given more thought to quantity production than to control of production, with the inevitable result that large surpluses of cattle and beef have accumulated and prices have fallen to the lowest level in years. In plain words, the cattle growers have failed to control the production of cattle to balance consumption, and the government in order to round out its recovery program finds it necessary to place the cattle industry under the Agricultural Adjustment Act in order to enforce the program for limiting production.

Now the moral to be drawn from the plight of the cattle and hog producers is that the sheepmen of the country should immediately take steps voluntarily to control production to balance consumption and thereby in the future keep out of irksome, red tape, governmental control. It is true that the sheep industry is not now overproductive, but past history has clearly proved that higher prices quickly bring expansion in the sheep business, with its accompanying overproduction. This

brings up the question how can production be controlled in the sheep industry?

In my opinion, this control of production problem can readily be solved in the sheep business, simply, by present sheep owners positively refusing to sell old ewes, culled out ewes, or surplus ewe lambs, for breeding purposes. In the eleven western states alone there are probably 6,000,000 old ewes on hand and the total number of aged ewes in the United States would probably exceed the ten million mark. The majority of these old ewes should either be pelted by the owners or processed in canneries. The railroads should be requested to extend special low rates from range to canneries. Of course, a certain number of fat old ewes can always be sold as mutton on the terminal markets.

This program of pelting or consigning to the canneries millions of old ewes each year may seem radical or even foolish now but I predict that within a few short years the sheepmen or the government will be handling the problem in a similar manner. The selling of surplus ewe lambs for ultimate sale on the terminal markets as fat lambs for packer consumption, in addition to relieving overproduction, also makes for uniform market receipts from year to year, thus preventing severe price fluctuations.

I will give some examples of the manner in which the sheep industry can, in a short time be made over-productive: sale of old ewes from

Montana has rapidly built up a large sheep industry in Minnesota and the Dakotas; sale of old ewes from the West has built up the farm sheep industry in the central states and native lambs from these ewes have ruined the profitable, early lamb market for the western sheepmen. Northern Big Horn County, Wyoming, has about 50,000 sheep. One quarter of this number has come from the purchase of old range ewes in the last two years. Now, Snyder Bros. run 9,000 sheep in this territory and our policy for the past several years, is "We have no sheep, except bucks, for sale for breeding purposes and we have no sheep for sale, directly or indirectly, to direct packer buyers."

We fatten our old ewes for the market, and when this field is over-supplied, we will either pelt them, consign them to the canneries or dispose of them in some other manner which will be beneficial to ourselves and the entire sheep industry. If the sheepmen of this country approve and carry out this voluntary plan for control of production we are firm in our convictions that for many years to come we will have a uniformly prosperous sheep industry, free from governmental control.

In the event, the sheepmen of this country are not interested in this proposed plan of controlling production by restricting sale of breeding stock, especially old ewes, there is still a way out and that is by increasing consumption of mutton in the United States.

According to government reports, about 3,000,000 sheep, exclusive, of lambs, are slaughtered annually in this country. This is a very small amount, considering our population, and a well-directed advertising campaign should be able to double or even treble this consumption. This advertising should be carried out by the National Wool Growers Association and the sheepmen of the entire country should contribute the necessary funds through deduction orders on the terminal markets. In addition, the National Wool Growers Association should also possibly influence the

U. S. Government to purchase mutton for relief purposes and other governmental uses. Whichever plan is adopted let us all actively cooperate with our National Association, to control the production of sheep in the future and thereby maintain a prosperous sheep industry.

Lovell, Wyo. J. M. Snyder.

### No Foreign Meats Used by Army or C.C.C. Camps

THE National Wool Growers Association has recently received the following letter signed by Harry H. Woodring, the Assistant Secretary of War and bearing the date of March 3:

Receipt is acknowledged of your letter of February 15, 1934, and you are informed that the Secretary of War under date of October 27, 1933, issued instructions which prohibit the purchase of any foreign meats, either fresh, cured, or canned. These instructions apply to the Regular Army and the Civilian Conservation Corps located in the continental limits of the United States.

All foreign canned meats that were found in the possession of units of the Civilian Conservation Corps were taken away from these units and impounded. You are perfectly safe in stating to your correspondents that there are no foreign meats being used by the Army and the Civilian Conservation Corps.

### Brain Trust Economics

P. T. BARNUM said a sucker was born every minute. Births have increased since Barnum's day, due to greater population. Scientific discoveries have lengthened the span of life quite a bit since Barnum's day, so that suckers don't die so fast and many more must be alive at any given time than was the case in Barnum's day.

Our crack C. & O. train went into the ditch below here the other night, went spill negotiating a double-S curve at the foot of Mount Logan. At very first blush it seemed to be admitted that the thing was in all probability going too doggone fast to fit the "terrain." How handy and serviceable it would be if we could get those C. & O. dopesters to exam-

ine the causes of our present political and economic spill and render a stark and true verdict!

In 1914 before the war the majestic ship, the Titanic, proudly boasted "the unsinkable," brand-new, rammed an iceberg in the North Atlantic, gurgled down to the deep bottom right off the bat as a fan would say, and drowned nearly everybody without ever having docked the first time in Little Ol' New York! Right there and then they quit boasting and quit riveting ships proud enough and strong enough to nose into icebergs!

You know they had got to doping race horses so they could keep right on spite of lungs and spite of heart and spite of mortal endurance—till they might fall dead on the track or go bunk in the meantime. Nevertheless men swallow the hooey that finances and politics may be doped to run like mad, fast as they ever ran at their wildest minute—and not fall dead on the track like doped horses or die in their stalls of the unaccountable jimjams.

We once bought a little mule from a trader on a public sale—and what a wild-eyed, slippery, sneaky brute she turned out to be! We heard then that the critter had not done a lick of work for nobody knew how long and just ran the pasture in sweet go-it-behangedness! Nevertheless we got the gates all shut and the fences reinforced and rehinged and the barn doors all set and the necessary force in the rear to put that mule a-stall and a skid across the back to enforce the trend of thought and the trend of intentions! We slapped the harness on that brute of a little jackass, put her into a team and worked her like Sam Hill without ribbons and without music, and boys!—that dissipated little brute "went straight" from the very time the harness struck her back and we wouldn't take "a million" for her this minute!

If we had employed a "brain trust" to convert this brute and harness her up in gold braid and lead her out for gentle exercise no doubt she would be in the pasture yet!

George Barley.

## Arizona State Wool Clip Consigned to National Wool Marketing Corporation

THE announcement that the Northern Arizona Securities Company had consigned its entire wool clip to the National Wool Marketing Corporation involving more than one million pounds was made last night by Mr. W. H. Waggoner, President. The deal is by far the largest made in the state this season by any sheep owning interest. It follows a trip Mr. Waggoner made to Boston and Washington, D. C. where he investigated the 1934 wool outlook.

"The decision to again use the facilities of the National Wool Marketing Corporation to merchandise our clip rather than to sell on the basis of the present existing levels was made in a large degree because of the able and satisfactory manner in which the Corporation handled the clip last year," Mr. Waggoner stated. "We have confidence in the Corporation's orderly marketing plan."

The deal was consummated locally by Jerrie W. Lee, Secretary of the Arizona Wool Growers Association and E. O. Oglesby, San Angelo, Southwestern Representative of the National Wool Marketing Corporation.

In addition to the allotment consigned by the Northern Arizona Securities Company, the National Wool Marketing Corporation has approximately one million five hundred thousand pounds from other prominent Arizona sheepmen, it was learned, bringing its total here to approximately two and one-half million pounds out of an estimated three and one-half million pounds of the spring clip of this state. This is one-half million pounds more than has been consigned from this state to the National Wool Marketing Corporation in any year since it was organized in 1930.

—(PHOENIX) ARIZONA REPUBLIC.



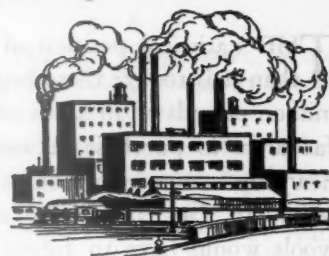
# Arizona State Wool Clinic Consigned to National Wool Marketing Corporation

The Arizona State Wool Clinic, established in 1934, has been transferred to the National Wool Marketing Corporation. This transfer is a result of the Wool Textile Industry's efforts to stabilize the wool market and to provide a fair and equitable return to the wool growers. The National Wool Marketing Corporation, a non-profit organization, was created by the Federal Government in 1934 to stabilize the wool market and to provide a fair and equitable return to the wool growers. The Corporation has since been authorized to acquire and operate any and all facilities, including the Arizona State Wool Clinic, which are necessary for the stabilization of the wool market. The transfer of the Arizona State Wool Clinic to the National Wool Marketing Corporation is a significant step in the Corporation's efforts to stabilize the wool market and to provide a fair and equitable return to the wool growers. The Corporation will continue to operate the Arizona State Wool Clinic and will provide the same services to the wool growers as it has provided in the past. The Corporation's efforts to stabilize the wool market and to provide a fair and equitable return to the wool growers are a testament to the industry's commitment to the welfare of the wool growers and to the stability of the wool market.



# The National Wool Marketing Corporation

## News Bulletin



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GROWER OWNED AND OPERATED

THE Boston wool market was very quiet as we went into the first part of February, but some manufacturers, fully appreciating that the wool stocks were down to an unusually low point, felt that it would be necessary for them to enter the market in a substantial way in order to protect themselves against losing the selection of the small supply of wool which was left. The result was that some of the big manufacturers lifted a fair weight of wool the second week in February. This gave the National Wool Marketing Corporation an opportunity to further reduce their stocks and approach nearer the point when it can send out the full 100 per cent participating value of the statements under the Unit Marketing Plan.

Our organization today has less than five million pounds of wool on hand. Needless for us to say, it is not the best and easiest type of wool to merchandise, because at the end of every season, when stocks are reduced to such a minimum, the selection is rather poor. Therefore, it makes it difficult for us to move what we have on hand until there is a real active market here. Especially what we need is a real demand from the topmakers, because a large percentage of the wool we have left is a topmaking type. They, however, are not in the market, because their deliveries have been held up. The spinners bought very heavily during the winter, anticipating a real good spring demand which they will get.

The specifications from the spinners and weavers to the topmaker are not coming in to the point today where the topmaker is ready to go ahead and invest more money in wool. This is slowing up the final liquidation of our 1933 wools.

We make this explanation to inform those growers who are right now so anxious to get their 100 per cent value of the participating statement. There is no question about their getting the 100 per cent, and there certainly should be a further dividend over and above the 100 per cent. We urge the growers not to be impatient about the full payment of these participating statements.

We are making arrangements now which we believe will enable us to send out the 100 per cent on our regular member Unit Plan pool some time this month.

On the wools which are financed by the government, which as you know are in a separate Unit Plan pool, we can depend on nothing but the actual proceeds from the sale of this wool to enable us to make payments to these growers. They have all been brought up to 75 per cent and we are now distributing money bringing them up to 90 per cent as fast as the funds are received.

THE plan for handling the government-financed wool for 1934 will operate the same as in 1933, with the addition of some other regulations and improvement. This plan worked out most satisfactory in 1933. No doubt it was largely responsible for getting wool prices up where they were and also the plan prevented wool from declining during any quiet spell. The same thing, of course, can be done this year. While wool prices have not the opportunity to advance that they had last year, the influence of some plan can keep the market here stable.

In the past when there was no cooperation on Summer Street, if the market was quiet for a few weeks or a few months, someone would go out and sell wool under the normal market and create a lower market without any reason whatsoever except the fact that they wanted to sell wool. In other words, the outlook might have been just as promising and goods selling on just as high a basis, and foreign markets just as strong, but yet the market would be broken by a sale of a few lots of wool here and there that someone wanted to clean out and was willing to take whatever he could get. Under the plan of the Farm Credit Administration this cannot happen.

We hope the wool growers appreciate the importance of this, because the National Wool Marketing Corporation feels that it was largely responsible for the introduction of this plan in 1933 and feels that it accomplished something most important for the interest of the wool growers. This is just one of the many things that this organization is doing all of the time for the wool-growing industry and we hope it has been appreciated. Your confidence and appreciation can be displayed by shipping your wool here and allowing us to continue this work which we believe the majority of the wool growers recognize as of great importance.

## Statistical Position and Outlook on Wool

THE statistical position of wool was never stronger than it is today; there being on hand only about 45 million pounds of all kinds of wool available for manufacturers to purchase between now and the time the new clip comes in, which as you realize is not before May. In fact any manufacturer who buys graded wools would have to figure on getting his supply in June or July. We question if stocks have been so low for a great many years. In fact we do not remember them ever being as low as at this time.

With the foreign market still 15 per cent above the relative value of our domestic wool, and such a small supply available here, it presents a very strong picture. No one is anticipating any lower wool prices. On the contrary they are rather expecting to see wool higher later on.

At the writing (March 1) there has developed in New York a very disturbing situation which has puzzled most of the manufacturers as well as ourselves and dealers; that is, the introduction of wool substitutes which has been brought about by the price resistance of the clothing manufacturers. The clothing that will be sold during 1934, especially in the fall, will be made out of goods that, if all wool, would naturally cost the clothing manufacturer a great deal more than it did in 1933. While to the ordinary person, 50 cents a yard on goods, or say \$1.75 on a suit of clothes does not seem very much, the price on the goods is pyramided to mean a great deal more before the suit of clothes is actually on the retail racks for sale. There are a lot of clothing manufacturers who feel that the public will not pay this advanced price and are ready to buy goods at say 50 cents a yard less than what all-wool goods would cost, even though it contained a substantial amount of cotton.

A large percentage of the goods being manufactured today is carrying cotton. Just how far this will go is a question. Steps are being taken by the National Wool Growers Association to minimize this apparent danger as much as possible. Some say it might replace 75 million pounds of wool. This no one can really estimate accurately today. But even if it did it would leave our domestic wool still in an extremely strong position, assuming that in 1934 the manufacturer will enjoy as good a business as he did in 1933.

With all the money being put out today, all the labor being reemployed, the important steps being taken for the general recovery of business and industry, it would be reasonable to assume that the year 1934 will be as good if not a better business year than 1933. In fact, it should be very much better. We estimated in

1933 the mills in this country used about 540 million pounds of wool. This country produced about 390 million pounds; therefore the mills used 150 million pounds of either surplus accumulated domestic wools or foreign wools, in addition to what was produced. So even if the cotton should replace 75 million pounds there would be another 75 million pounds shortage, assuming that the clip in 1934 is about the same as in 1933. This wool would have to be imported from markets that are today about 15 per cent above the relative level of this market.

So, we are not worrying so much about these substitutes, but are doing everything we can to keep the people of this country "wool-minded," and not lose the position that the wool industry has held during the time wool was on such a low basis. Of course, it is recognized that we had an unusual opportunity to educate the people in this country that wool was the proper material for all kinds of clothing. This was not only established in the men's wear end but in the women's wear as well. Everything will be done to preserve this position if possible. The figures quoted above do not include any carpet wools, but just wools which go into the manufacture of clothing and other articles other than carpet wools.

## Flashes from Member Associations

The Arizona Wool Growers Association, which is also the cooperative wool marketing organization for the state, held its midwinter meeting in January, but will meet in regular annual convention July 10 and 11, at Flagstaff.

The Northern Arizona Securities Company recently signed the wool marketing agreement with the Arizona Wool Growers Association for over 113,000 head of sheep. This is probably the largest number of fleeces that will be consigned by any wool grower this year. Arizona will send to the National Wool Marketing Corporation over three million pounds of wool, with an additional amount to come later from the Navajo Indian Reservation. We have made a number of pre-shearing advances of \$1.00 per head.

A. A. Johns

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The annual meeting of the members of the Colorado Wool Marketing Association is held the first Monday of the National Western Livestock Show each year, January 15, this year. Mr. F. H. Means was reelected president, but R. E. Sellers of Alamosa and Thos. S. Johnstone of Burlington succeed Kenneth W. Chalmers and C. A. Brown as vice presidents.

We are making pre-shearing advances ranging from 50 cents to \$1.00 per fleece, according to the



locality and the amount of wool sheared per head, on a basis of 90 per cent of the count.

Newton Bowman

\* \* \* \*

The annual meeting of Eastern Idaho Wool Marketing Association was held on January 25. While not so largely attended as usual, those present were very enthusiastic over the cooperative plan of marketing and feel that the present set-up will be of great value to the sheepmen if it is given the support it deserves.

We have made pre-shearing advances on something over 60,000 fleeces.

W. H. Philbrick

\* \* \* \*

The second Monday in February of each year is the annual meeting date of the Indiana Wool Growers Association. This year it fell on February 12.

The results of 1933 sales were so satisfactory that we have had a very decided increase in membership the last 30 days. Our complete settlement went out the first half of January.

We do not make any pre-shearing advances as the sheep are only in very small flocks and the industry is a side line in Indiana agriculture. We have 85 county warehouses, from which our wools are shipped in carlots as soon as possible to a warehouse for grading and storing and later shipped to Boston for sale by the National.

T. I. Ferris

\* \* \* \*

The annual meeting of the stockholders of the Midwest Wool Marketing Association will be held March 6 at Kansas City, Mo.

We have sent out final settlement checks to the members for the 1933 clip, totaling \$232,076.17. In some instances the final settlement check practically equaled the amount received on the first advance. Pre-shearing advances are being made at the rate of \$1.00 per head, covering 90 per cent of the flock. Quite a few of our members are taking advantage of this loan.

O. O. Wolf

\* \* \* \*

The Minnesota Cooperative Wool Growers Association held its annual meeting on January 15-16 at St. Paul. At the present time we are making pre-shearing advances at 75 cents per head, but have not had many applications. We expect to net our growers for their clear bright medium wools 29 to 30 cents, f.o.b. receiving and grading points, of which we maintain five during the season at different points in the state. This enables the growers to truckhaul their wools.

R. E. Jones



CHARLES REDD

La Sal, Utah

Vice President of the National Wool Marketing Corporation

The annual meeting of the Nevada Wool Marketing Association will be held March 15.

\* \* \* \*

North Dakota Cooperative Wool Marketing Association held its meeting January 16 at Minot.

Wool, with our people is more or less of a side line and therefore, we do not have large attendances at our meetings. This organization, however, is 15 years old and has a considerable influence throughout the state. It is made up of thousands of small growers, who have flocks from five head up to many thousands, but there are very few of the latter.

Pre-shearing advances are being made at \$1.00 per head on 90 per cent of the count of the flock.

A. C. Bjerkin

\* \* \* \*

Dates for the annual membership meeting of the Oregon-Washington Wool Marketing Association have not been announced.

This association shipped approximately three million pounds of wool last year from Oregon and Washington to the National Wool Marketing Corporation and statements are being received. Growers are receiving returns of from 20 to 30 cents a pound. It is expected that a good tonnage will go out of the Oregon-Washington territory to the National this year.

D. S. Simmons

\* \* \* \*

Guy Stambaugh, manager of the Deer Lodge Farms, and one of the directors of the National Wool Marketing Corporation, was elected president of the Montana Wool Marketing Association, in its annual meeting held at Billings, Monday, January 29. Mr. T. B. Weir was reelected vice president and M. E. Stebbins, secretary.

The association is now making pre-shearing loan advances of \$1.00 per head and the advance on wool will be a liberal one this year as usual.

M. E. Stebbins

\* \* \* \*

The annual stockholders' meeting of the Utah Wool Marketing Association is called for March 15.

\* \* \* \*

Members of the Wisconsin Cooperative Wool Growers Association will receive an average net of 29 cents a pound for wool marketed by the association last year. Some of the better lots averaged 30 cents a pound after all expenses had been paid. We received many congratulations on our showing, as average local prices in April, May, and June, 1933, did not exceed 19 cents.

R. E. Richards.



## Member Associations of the National Wool Marketing Corporation

### Arizona Wool Growers Association

134 S. Central Ave., Phoenix, Arizona  
A. A. Johns, Prescott, President  
C. E. Burton, Phoenix, 1st Vice President  
Burr W. Porter, Navajo, 2nd Vice President  
C. W. Davis, Seligman, 3rd Vice President  
J. W. Lee, Phoenix, Asst. Sec.-Treas.

### California Wool Marketing Association

405 Walnut St., Red Bluff, Calif.  
595 Mission St., San Francisco  
Fred A. Ellenwood, Red Bluff, President  
E. C. Dozier, Box 126, Rio Vista, V.-Pres.  
E. L. Hart, Red Bluff, Secretary-Treasurer  
Jas. Kershaw, Mgr., San Francisco Branch

### COLORADO

#### Colorado-New Mexico Wool Marketing Association

Durango, Colo.  
Edward Sargent, President  
C. H. Rudy, Vice President  
A. H. Long, Secretary-Treasurer

#### Colorado Wool Marketing Association

236 Continental Oil Bldg., Denver  
Frank H. Means, Hotchkiss, President  
R. E. Sellers, Alamosa, Vice President  
Thos. S. Johnstone, Burlington, 2nd V.-Pres.  
L. W. Clough, Denver, Secretary-Treasurer

### IDAHO

#### Eastern Idaho Wool Marketing Association, Incorporated

Pocatello, Idaho  
Ephraim Ricks, Sugar City, President  
W. H. Philbrick, American Falls, V.-Pres.  
Victor Austin, Idaho Falls, Treasurer  
A. H. Caine, Box 550, Pocatello, Secretary  
**Western Idaho Wool Marketing Association**  
209 McCarty Bldg., Boise, Idaho  
Worth S. Lee, Mountain Home, President  
T. C. Bacon, Twin Falls, Vice-President  
H. L. Streeter, Boise, Secretary-Treasurer

### Indiana Wool Growers Association

Farm Bureau Bldg., Indianapolis, Ind.  
T. I. Ferris, Pleasant Lake, President  
H. T. Davis, Crawfordsville, Vice President  
L. L. Needler, New Augusta, Sec.-Treas.  
**Iowa Sheep and Wool Growers Association**  
313 S. W. Fifth St., Des Moines, Iowa  
J. L. Bane, Bondurant, President  
A. J. Blakely, Jr., Grinnell, Vice President  
Chas. Sexton, Des Moines, Sec.-Treas.

### Michigan Co-operative Wool Marketing Association

221 No. Cedar St., Lansing, Mich.  
W. W. Billings, Davison, President  
F. D. King, Charlotte, Vice President  
C. L. Brody, Lansing, Secretary-Treasurer  
Alfred Bentail, Lansing, Manager

### Midwest Wool Marketing Association

140-152 Main St., Kansas City, Mo.  
W. Marshall Ross, Gibbon, Nebr., President  
and General Manager

### O. J. Moyer, Deer Creek, Okla., V.-Pres. Dr. O. O. Wolf, Ottawa, Kansas, Sec.-Treas. Minnesota Co-operative Wool Growers Association

Wabasha, Minn.  
Alex Huddleston, Wabasha, President and Secretary

### L. H. Smith, Windom, Vice President R. E. Jones, Wabasha, Manager J. T. Johnson, Grand Meadow, Treasurer Montana Wool Co-operative Marketing Association

Helena, Montana  
V. G. Stambaugh, Deer Lodge, President  
T. B. Weir, Choteau, Vice President  
M. E. Stebbins, Helena, Secretary  
**Nevada Wool Marketing Association**

### Elko, Nevada H. A. Agee, Wells, President E. C. Murphy, Cherry Creek, V.-Pres. C. A. Sewell, Elko, Secretary New Mexico Co-operative Wool Marketing Association

Albuquerque, New Mexico  
Geo. W. York, Box 652, Albuquerque, Pres.  
L. A. McRae, Box 493, Albuquerque, Secretary-Treasurer.

### North Dakota Co-operative Wool Marketing Association

Fargo, N. D.  
Geo. P. Wolf, Wahpeton, President  
R. E. Strutz, Jamestown, Vice President  
A. C. Bjerkén, Fargo, Secretary-Treasurer  
**Oregon-Washington Wool Marketing Association**

### 509 Miller Bldg., Yakima, Wash. H. Stanley Coffin, Yakima, President Ellis Ragan, Yakima, Vice President J. F. Sears, Yakima, Secretary-Treasurer Co-operative Wool Growers of South Dakota

Brookings, S. D.  
Paul C. Murphy, Rapid City, President  
Robert Dailey, Flandreau, Vice President  
R. E. Post, Brookings, Secretary-Treasurer  
Carl Nadasdy, Brookings, Manager

### TEXAS

#### American Mohair Producers Co-op. Marketing Corporation

Uvalde, Texas  
F. O. Landrum, Laguna, President  
Adolph Stieler, Uvalde, 1st Vice President  
F. S. Mason, Uvalde, 2nd Vice President  
E. B. Seale, Uvalde, Secretary

### Lone Star Wool-Mohair Co-op. Association

Hilton Hotel Bldg., San Angelo, Texas  
E. S. Mayer, San Angelo, President  
A. R. Henderson, Vancourt, Vice President  
Sol Mayer, San Angelo, Treasurer  
O. E. Ausban, San Angelo, Secretary  
**Mid-Texas Wool and Mohair Marketing Corporation**

Menard, Texas  
C. A. Martin, Menard, President

### Jas. L. Daniel, Eden, Vice President J. R. Smart, Menard, Secretary Sonora Wool and Mohair Marketing Corporation

Sonora, Texas  
Ed. C. Mayfield, Sonora, President  
W. A. Miers, Sonora, 1st Vice President  
Fred T. Earwood, Sonora, 2nd Vice President  
Alvis Johnson, Sonora, Secretary-Treasurer  
**Southwest Texas Wool and Mohair Marketing Corporation**

Del Rio, Texas  
Roger Gillis, President  
T. L. Drisdale, Vice President  
L. S. Almond, Secretary-Treasurer

### United Wool Growers Association, Inc.

416 Lyric Bldg., Richmond, Va.  
J. W. Jones, Olney, Md., President  
Brock T. White, Keezeltown, Va., V.-Pres.  
W. L. Kirby, 1114 E. Cary St., Richmond, Va., Secretary-Treasurer

### K. A. Keithly, Richmond, Va., Manager Utah Wool Marketing Association

408 Vermont Bldg., Salt Lake City, Utah  
Hugh W. Harvey, Heber City, President  
Chas. Redd, LaSal, Vice President  
Jas. A. Hooper, Salt Lake City, Secretary-Treasurer and Manager

### Wisconsin Wool Growers Association

Portage, Wis.  
C. J. Ritland, Edgerton, President  
S. A. Simmons, Whitewater, Vice President  
R. E. Richards, Portage, Secretary-Treasurer

### Wyoming Wool Co-operative Marketing Association

McKinley, Wyoming  
J. B. Wilson, McKinley, President  
C. M. Wilson, McKinley, Secretary-Treasurer  
**Central Wool Marketing Association**

### 281 Summer St., Boston, Mass.

Prof. E. G. Ritzman, Durham, N. H., Pres.  
D. E. Judd, 281 Summer St., Boston, Treas.  
Rena Keay, 281 Summer St., Boston, Sec.  
To the above association, the following organizations deliver wool:

### Illinois Livestock Marketing Association (Wool Department)

608 S. Dearborn St., Chicago  
Samuel Sorrells, Raymond, President  
G. F. Tullock, Rockford, Treasurer  
Ray E. Miller, 608 S. Dearborn St., Chicago, Secretary-Manager

### Kentucky Wool Growers Co-op. Association

Lexington, Kentucky  
Frank Lebus, Cynthia, President  
B. A. Thomas, Vice President  
H. E. Coons, Secretary  
Julian Adair, Asst. Secretary-Treasurer

### New Hampshire Wool Growers Association

West Rindge, N. H.

### New York State Sheep Growers Association, Inc.

Penn Yan, N. Y.  
A. W. Dinsmore, Albion, President  
G. D. Townsend, Interlaken, Vice President  
F. H. Wagar, Penn Yan, Secretary-Treasurer

# Lamb in the Meat Board Program

THE expanded program of promoting meat consumption as carried on by the National Live Stock and Meat Board is reaching large numbers of retailers and consumers.

No funds for special lamb work were provided by sheepmen or lamb feeders last year but lamb was given a large place in the program of the Meat Board. This program was greatly enlarged in 1933 as a result of increasing collections at the markets from producers and from packers to 25 cents per car instead of the 5 cents which previously was collected.

The Board now employs three meat cutting specialists, each of whom demonstrates with beef, pork, or lamb, as is called for by the program being put on. The Board also has two sets of cooking school demonstrators. Cuts of beef, pork, and lamb are usually included in each of the cooking school programs. These programs run for three or four days in a large city and generally are sponsored by a prominent newspaper which gives wide publicity to the subjects of the demonstrations. In all cases the attendance has been large. During the last three months of 1933, 26 schools of meat cookery were conducted with a total attendance of 195,000 women. Most of the meat cutting demonstrations are given to audiences of packer employees, retailers, and to high school classes at the same time as the schools of meat cookery are going on. In the 187 meat cutting demonstrations conducted during the last three months of last year there was a total attendance of 92,730, in addition to those attending the meat cookery schools.

During the six-months' period (July 1 to December 31, 1933) 151 lamb demonstrations and lectures were given in 52 cities in the states of Illinois, Massachusetts, Connecticut, Indiana, North Carolina, Indiana, Michigan, Maine, Ohio, Wisconsin,

New York, Oklahoma, Tennessee, Missouri, Nebraska, Iowa, California, and in Washington, D. C. A total of 75,265 persons were reached through these demonstrations. Following is a summary of the audiences:

Audience	Number of Demonstrations	Attendance
Retailers	35	10,500
High School Assembly	25	22,985
High School Home Economics	31	6,610
College Home Economics	6	440
Dietitians and Nurses	5	395
Service Clubs	10	1,095
Packers	4	610
Cooking School	12	26,950
Public—Housewives	21	5,480
Restaurant	2	200
<b>TOTAL</b>	<b>151</b>	<b>75,265</b>

## Lamb Merchandising Program for Retailers

The lamb merchandising program for retail meat dealers was one of the most important phases of the work of the Board's Department of Meat

Merchandising during the last six months of 1933. It brought 10,500 retailers out to witness 35 lamb demonstrations. These lamb demonstrations are very popular with the retailers. The cushion style of shoulder of lamb and the American style leg are two cuts which seem to attract the most favorable comments, although retail meat dealers are beginning to recognize the value of the crown roast and mock duck as a medium of enhancing their meat displays.

It is through these displays, both window and counter, that the meat dealers do some of their most effective advertising, and on this account special attention has been given to it by the Board. Instruction and assistance in this connection was given to 5,250 retailers during the last half of last year. To stimulate interest along this line two meat display contests, one in Omaha and the other in San Francisco, were sponsored.



HIGH SCHOOL STUDENTS SHOW KEEN INTEREST IN LAMB

High school students are shown gathered around the National Live Stock and Meat Board's new animated lamb chart, as Max O. Cullen (left), meat merchandising specialist of the Board, explains the many possibilities of this meat. Seated are Mrs. M. Niedhold, the students' instructor, and E. W. Stephens, president of the Pacific Live Stock and Meat Institute. The photograph was taken at the close of a lamb cutting demonstration before the entire student body of the Aptos High School in San Francisco. It was one of the many features of the meat week program in which the Board cooperated with the Pacific Institute and the California Wool Growers. Nearly 6,000 high school students attended demonstrations during the campaign.



Eighty-one markets entered these contests and the results show that this new feature has some real possibilities.

Another feature of the Meat Board's work, the School of Meat Cookery, has also been closely correlated with the merchandising program, especially during the fall months. Wherever a cooking school was being conducted, a merchandising program was also scheduled for that city. Most of the cuts to be used in the cooking school were demonstrated at the retailer meeting, so that they could be in a position to fill the demand for modern cuts that resulted from the cooking school.

### Special Lamb Demonstrations

The lamb demonstrations have served as the main feature of several educational programs for professional people during the last few months. In San Francisco, Los Angeles and Omaha mass meetings for high school and college home economics teachers were arranged, in which lamb demonstrations were included.

Among requests received for demonstrations during the last few months and where lamb demonstrations have been used as the feature of the program are those from the following: Missouri Pacific Railroad Company for cooperation on their Agricultural Chatauqua at the American Royal; the National Restaurant Men's Association, at their annual convention in Chicago; American Hospital Association during their Institute of Hospital Administration; and the University of Tennessee for the Tennessee Purebred Sheep Breeders Association.

### New Developments in Lamb Demonstrations

Several new ideas have been injected into the lamb promotion program. Cutting test outlines of the various cuts of lamb have been devised for use at the retailer meetings. These charts help materially to convince the retailers that the shrinkage in making the modern cuts of lamb is far from prohibitive. The added

shrinkage seems to be one of the retailers' objections to many of the new lamb cuts, but when it has been proved to their satisfaction that the shrinkage adds only two or three cents a pound to the ultimate selling price of the cuts, they are much more willing to attempt to merchandise the cuts in their markets.

A new lamb chart, superior in many ways to the chart used in the past, has also been developed during the last few months. It is much lighter in weight and more attractive in appearance than the old chart.

There is also a new retailer broadside, which has done much to encourage retailer attendance during the fall programs. Part of the broadside is devoted to a display of several of the unusual lamb cuts which are to be demonstrated at the retailer meeting.

### Literature Distributed

A total of 18,699 Lamb Merchandising Manuals were distributed during the last half of 1933. Of this number, 6,309 were sent out in response to written requests for them. Lamb counter cards, totaling 6,551, were also distributed during that time and 36,957 Lamb Menu Books.

The Meat Board has under preparation a new text book on retail and wholesale cutting methods of all kinds of meat. To get material for this book, 1,100 questionnaires on retail and wholesale cutting methods were sent to retailers in every section of the United States.

### Publicity

Exceptionally fine support has been received from the newspapers, trade publications and radio stations in behalf of the merchandising campaign in the last six months of 1933.

In every campaign city one of the duties of the merchandising specialist is to contact the newspapers with the view to securing their support in promoting interest in the merchandising campaign, and the newspapers have been very liberal with space. An outstanding example of this was the support received from the San Francisco and Oakland papers during the

special Meat Week conducted last November by the Pacific Live Stock and Meat Institute with the National Live Stock and Meat Board cooperating. The amount of space contributed by the four papers in San Francisco and two in Oakland would have cost around \$4,000, had it been necessary to purchase it. This, of course, is not typical of newspaper support in all the campaign cities, but they have all been very receptive to the program and given fine cooperation.

Through meat trade publications retailers and packers have been kept posted on the developments of the merchandising campaign by numerous articles.

Eleven radio talks were given over the following stations: WKZO (Kalamazoo, Mich.), WOWO (Ft. Wayne, Ind.), WIBM (Jackson, Mich.), WLCB (Muncie, Ind.), WCLS (Joliet, Ill.), WNBH (New Bedford, Mass.), KXL and KGO (San Francisco). An NBC broadcast from San Francisco during the November Meat Week there was released over stations in San Francisco, Los Angeles, San Diego, Phoenix, Portland, Seattle, Spokane, Butte, Billings and Salt Lake City.

The material used in these radio talks included information on beef, pork and lamb, as well as some of the recent developments in meat research and meat cookery.

### Displays at State Fairs and Expositions

The meat exhibit program of the Meat Board reached a great many people during the fall months. It is considered an exceptionally valuable medium for the education of consumers. Lamb displays were arranged in conjunction with the meat exhibits at the fairs in the following points: Indianapolis, Ind., Huron, S. D., Des Moines, Spencer and Waterloo, Iowa; Dodge City and Topeka, Kansas; Springfield and Brockton, Mass.; Springfield and Chicago, Ill.; St. Paul, Minn.; Syracuse, New York; Detroit, Mich.; Kansas City, Mo.; Omaha, Nebr.; and Jackson, Miss.



## Montana's Thirty-Third Annual Convention

Billings, Mont. January 29-31, 1934

THE 1934 convention of the Montana Wool Growers Association kept up the high standard that always characterizes sheepmen's gatherings in that state. The nine hundred or more wool growers in attendance were optimistic about the future of their industry and this feeling pervaded the entire convention. And if there had been any lack in this connection, the very genial hospitality of Billings, the convention city, would have taken care of it.

### Change in Officers

Owing to ill health, President C. H. Williams said that it would be impossible for him to serve another year as head of the Montana sheepmen's organization, and W. G. Gilbert of Dillon was elected as president, with Harry Snyder of Billings and K. O. Haugan of Fishtail, as vice presidents, and A. T. Hibbard, Helena, Perry Williamson, Miles City, and R. F. Clary, Great Falls, as members of the executive committee. The board of trustees includes: R. E. Foster, Dillon; Sylvan Pauly, Deer Lodge; Louis Kuhr, Cleveland; John Etchart, Tampico; Ernest White, Kalispell; M. F. Trask, Ballantine; James Law, Harlowton; Earl Sime, Bozeman; and Sam Udem, Terry.

Mr. Williams was made an honorary president of the Montana Association for life, an honor well earned by devotion and loyalty to the sheep industry, both within the state and nationally. Montana has one other honorary president, Henry Sieben of Helena, who has been active in association affairs since 1883.

### Plans for Better Organization

Organization activities during 1933 were financed by 678 of the 4100 sheep owners in the State of Montana. Secretary Stebbins' report showed that these 678 men paid a total of \$8,584.39. In addition to the dues collected, the management of two ram sales brought the associa-

tion \$796.26, which made the total income for the year \$11,613.41, of which amount \$1,155 was sent to the National Wool Growers Association. Expenses for the state association during the year totaled \$7,079.73, but this amount included \$2,000 paid back to the reserve fund of the association.

President Williams, in his address, declared that a good part of the recovery of the sheepmen was due to the work of their organizations in securing reductions in grazing rentals, transportation and feed costs, and expressed the opinion that association dues were allowed to lapse through carelessness instead of "niggardly parsimony." In greater detail, Dr. H. C. Gardiner, president of the Mount Haggin Land and Live Stock Company of Anaconda, told of the valuable work of state and national wool growers' associations. He said that the association had done "a magnificent job with the money paid by the 678 members for the 4100 sheepmen of the state."

General sentiment at the convention was that one sixth of the sheepmen of the state should not pay all the bills for organization work that is beneficial to all of them, and this feeling was expressed in a resolution that two men should be appointed in each county in the state to build up the membership of the organization. The selection of these men is being left with the counties at present and some of them have already sent the names of their representatives to the state office, according to reports since the convention.

By another resolution it was also requested that all financial agencies include state and national association dues in sheepmen's budgets.

### Committee Work

Monday, the 29th, was committee day of the convention. During the afternoon of that day the eight convention committees were in session and sheepmen were invited to attend

any of the meetings of interest to them.

The report of the public lands committee, headed by Howard Morse of Dillon, put the association on record as favoring state ownership and control of the unappropriated public domain, and requesting the passage of legislation by Congress along the line of Senate Bill S-2395, introduced by Senator John E. Erickson of Montana. The convention also endorsed the plan of "range conservation and control, as applied to the Mizpah-Pumpkin Creek Range Unit, through association or individual management coupled with state ownership and supervision."

Mr. V. G. Stambaugh of Deer Lodge was chairman of the wool marketing committee. Its report heartily commended the way the 1933 wools were handled under the Farm Credit Administration program and particularly the work of the National Wool Marketing Corporation. It also suggested that wool growers should sell their pelts co-operatively through the Montana Wool Growers Association direct to pulleries on a commission basis.

The shearing committee (Percy Williamson, Miles City, chairman) endorsed 10 cents per head and board as the maximum shearing rate for 1934, and recommended 50 cents per 100 for tying, 40 cents per 100 for sacking, and 2 cents per head to plant men using their own plants.

The service rendered by the Montana Livestock Marketing Association in placing feeder lambs out on contract was commended by the lamb marketing committee. It also asked for the modification of Packers' Consent Decree and for an adjustment in the joint freight rates of the Great Northern and C. B. & Q. railroads which now prevent the use of Colorado and Nebraska areas as an outlet for Montana feeding lambs. Mr. Louis Vinke was chairman of this committee.

The taxation committee (Geo. K. Reeder of Craig, chairman) recommended that the following valuations be placed on sheep for taxation purposes during 1934: Purebred

bucks, \$10; range bucks, \$7; coming yearlings, \$4; coming twos, threes and fours, \$4.50; coming fives, \$2.50; all others, \$1.50.

A protest was registered against the cut in the appropriation for predatory animal control that was then contemplated for the fiscal year 1935. The committee handling this subject (W. A. Denecke, Bozeman, chairman) also suggested that a committee be appointed by the wool growers' association to meet with representatives of sportsmen's organizations and all other interested associations to adopt a "policy of zoning bears" which will provide protection for livestock in areas where it is needed.

The yardage charge at terminal markets was declared, through the adoption of the report of the committee on transportation and stockyards (W. L. Barrett, Augusta, chairman), to be too high by at least three cents.

In addition to the two resolutions on association activities referred to previously, the committee on legislation and association work, with Dr. H. C. Gardiner as chairman, requested Federal aid in controlling grasshoppers, which have become a serious menace in Montana; approved the plan for cooperative fire control as incorporated in the Weeks bill; opposed the levying of a processing tax on wool; asked for use of domestic meats by the war and navy departments and C.C.C. camps, and the continued financial support of both Federal and State governments for the production and disease control investigations of the Montana Agricultural Experiment Station; suggested that R.F.C. loans be made available to manufacturers; and urged the association to work for certain changes in the income tax law, namely the restoration of "certain exemptions on profits that are applied to the reduction of indebtedness incurred from 1929-33," and of the tax schedule "where the base rate is determined by a three-year average of earnings and losses."

### The Program

The two-day convention program which opened on Tuesday, January 30, covered association, range, marketing, and financial subjects. The talks made by President Williams, Secretary Stebbins, and Dr. Gardiner on organization needs have been treated above. Range matters were handled by Grover Lewis, county extension agent of Terry, Montana, and Sam Sloan of the Montana State College. Mr. Lewis covered the general topic of "Land Problems in Montana," while Mr. Sloan talked about dry land forage crops. Mr. V. G. Stambaugh of Deer Lodge and Walter Netsch of Armour & Company took up some of the questions pertaining to the lamb markets. On financial matters the following addresses were given: Livestock Financing by C. A. Stewart, assistant production commissioner of the Farm Credit Administration; Taxes, by Fred Bennion, secretary of the Montana Taxpayers Association; and The Service of the Intermediate Credit Banks by W. E. Meyer, president of the Federal Intermediate Credit Bank of Spokane.

Mr. Robert Studley, president of the National Wool Trade Association, of Boston, discussed the future of wool, and the industry's need of proper representation was presented by Scott Leavitt of Great Falls. Trends in the sheep industry were handled by Jay G. Diamond, agricultural statistician of the U. S. Department of Agriculture.

Mayor C. J. Williams made the address of welcome and Sylvan Pauly of Deer Lodge, responded. Mr. James D. Graham, president of the Montana State Federation of Labor, also addressed the convention.

And, of course, a Montana convention would not be complete without the Bunkhouse Quartette and an address by "Ole" Hanson, president of the Montana Sheep Herders Association. At this year's convention, Mr. Peter Spraynozzle of Salt Lake also added to the entertainment.

The dinner-dance was highly successful, with Col. E. N. Wentworth

of Armour & Co., Chicago, as toastmaster.

A special feature of Montana conventions is the show and auction sale of fat lambs raised by 4-H and Smith-Hughes boys. This year the event came off on the afternoon before the regular convention program started. Sixty lambs were entered and judged and all were sold at a total of \$439.75.

### Shearing Situation in Arizona Improves

AT the winter meeting of the Arizona Wool Growers Association, held in January, sheepmen agreed upon a shearing rate of 16 cents per head to be paid plant operators. Shearing started, earlier than usual on account of the exceptionally warm weather, the individual shearers struck for higher pay, and the situation assumed serious proportions. Wool buyers of five large Boston houses reported to their home offices that they had been threatened with violence if they attempted to purchase any wool shorn by strike breakers. But on March 3, President A. A. Johns of the Arizona Wool Growers Association informed the National Wool Grower that the situation was clearing. He wrote as follows:

You will be glad to learn that our difficulty with the sheep shearers seems to be practically over, and yesterday we had six plants running in the vicinity of Phoenix, and from phone messages I have received today matters are still running smoothly.

As you are aware, I went over to Los Angeles and had several meetings with the Regional Labor Board and there were present at the meetings representatives from the Sheep Shearers' Union from Butte, Montana, and also a representative from the American Federation of Labor. As you know the only connection that the wool growers have is with the plant man, but as an association we are insisting that 16 cents per head is a satisfactory price for the contract and this price includes shearing expense of every kind, and if there is any difficulty it is between the plant man and the shearer and, not with the association.



# With the Women's Auxiliaries

## PARLIAMENTARY OUTLINES

Mrs. Elmer E. Corfman Salt Lake City  
HOW TO ANALYZE A MOTION

1. Kind of Motion.
2. Rank.
3. In order.
4. Second required.
5. Amendable or Debatable.
6. Any other motion that may be applied.
7. Renewable, if lost.
8. Method required to take vote, or conduct election, etc.
9. To what motion it yields.
10. Can it be considered a second time and what time limit if any, is required.
11. Does it protect the absentee or the minority as small as one third of those present.
12. By experience and a study of the general principles of Parliamentary Law.

## Report from Oregon

THE Grant County Chapter of the Women's Auxiliary to Oregon Wool Growers met at the home of Mrs. Herman Oliver, on February 24, with Mrs. Laura Laycock joint hostess. Forty ladies were in attendance, and several new members were enrolled. Mrs. George Fell, county president, presided. Several articles made of wool were put on display and were much admired.

The Mt. Vernon unit reported their wool quilt finished and almost 150 chances sold; the John Day-Canyon unit reported their afghan finished but no chances sold as yet; the Dayville unit reported their wool quilt almost finished; and the Prairie unit reported plans for a benefit card party, the date to be announced later; no report made from the Izee unit. These units are doing this work to raise funds for the work of the Auxiliary.

Plans were discussed regarding the organization of a junior auxiliary in the county, and a committee was appointed to arrange for local chairmen.

The program committee had prepared guessing contests which were much enjoyed. Prizes were won by

Mrs. Louise Moore and Mrs. Inez Ross. Refreshments consisting of lamb sandwiches and coffee were served cafeteria style.

The next meeting will be in John Day with Mrs. E. J. Bayley, Mrs. E. L. Knox, Mrs. Chas. Casady and Mrs. W. A. Rierdon entertaining. The date will be announced later. Mrs. E. B. Moore was appointed chairman of the entertainment committee.

The Umatilla County Chapter of the Women's Auxiliary to Oregon Wool Growers met in Pendleton on February 10, the regular meeting day. New officers were elected to serve for the ensuing two years. This chapter is quite active, having sponsored, during the past year, a style show, featuring woolen garments for men, women and children; a wool exhibit which was very successful; also a banquet and dance. Much progress has been made in promoting Wednesday as "Lamb Day."

## Luncheon Meeting of Utah's Executive Board

A SPECIAL meeting of the executive board of the Ladies' Auxiliary to the Utah Wool Growers was held at the home of the new president, Mrs. J. R. Eliason on Thursday, February 15, 1934, at 1:30 p. m., a delicious luncheon being served by Mrs. Eliason preceding the meeting.

There were nine present: Mrs. Eliason, Mrs. Kearnes, Mrs. David Smith, Mrs. Livingston, Mrs. Ivory, Mrs. Stevens, Mrs. Swallow, Mrs. Dansie, and Mrs. Moss.

A beautiful wool blanket, a gift from the Auxiliary, was presented by Mrs. Eliason to Mrs. Ivory, the retiring president of the Auxiliary, as a token of esteem for her loyal services. Mrs. Ivory expressed her thanks and appreciation.

Mrs. Eliason presided at the meeting and made a few remarks.

A letter received from Mrs. S. O. Stewart, president of the National Auxiliary, was read. It commented on the success of the auxiliary meetings held in Salt Lake in January during the National Wool Growers' Convention, and on the wonderful hospitality extended, and expressed her gratitude to the Utah ladies.

Following the business meeting, tables were arranged for bridge, high score and prize being won by Mrs. Ivory.

Mrs. Henry Moss, Secretary.

## Report from Idaho Auxiliary

THE annual meeting of the Ladies' Auxiliary of Idaho was held this year at Pocatello, Idaho, January 11, 12, and 13, with a large attendance of old and several new members.

Topics of interest were discussed on Friday and election of officers was held, Mrs. Leon Contor being reelected president for a second term. Several vice presidents were elected to represent different sections of the state. It was brought out that the organization could function better with vice presidents to help, more units could be formed throughout the state, that otherwise might not be organized. This would eliminate traveling expense; also it would be the only way to contact others that would be interested in boosting our industry.

A lovely luncheon was given at the Bannock Hotel, at which clever miniature hooked rug novelties were presented to all attending. An enjoyable musical program was given during the luncheon, followed by an educational and interesting talk by Miss Gertrude Bryce, professor of home economics at the southern branch of the University of Idaho. Adulteration of woolen fabrics and care of wool clothes was her subject.



Committee meetings were held and a great deal of activity is planned for the future.

The banquet held at the Bannock Hotel was well attended and a good program was enjoyed by all. The convention ended with a dance at the Auditorium on Saturday night, the closing day of the three-day session.

A spirit of optimism prevailed throughout the convention with everyone voting it one of the best conventions held. All are looking forward to the next annual state meeting.

Mrs. Leon Contor.

### Washington Meeting

THE Auxiliary to the Washington Woolgrowers met January 25 and 26, 1934, at the time of the convention of the men's organization. We had a very good attendance: 39 members the first morning and 45 the second. Mrs. James Morrow presided, with all officers present.

After the invocation by Mrs. Beulah Scott, the address of welcome was given by Mrs. Frank Lenzie, with a response by Mrs. Eliza Oliver, president of the Oregon State Auxiliary. After community singing the President gave her annual address, following which reports from the various committees were given. One very interesting report was that from the ways and means committee, who sold \$1,106,000 worth of blankets, batts, and yarns during the past year.

The Auxiliary had charge of the memorial services held in conjunction with the men's organization.

Mrs. S. O. Stewart, national president, gave a paper as did Mrs. H. F. Roberts, delegate to the National meeting. Mrs. E. N. Kavanagh of Portland asked wool growers to work toward lowering the prices of lamb and mutton in retail stores.

The election of officers on the second morning resulted as follows: President, Mrs. W. A. Roberts, Yakima; vice president, Mrs. Edmond Myers, Ritzville; secretary-treasurer, Mrs. Pete Reynaud, Yak-

ima; corresponding secretary, Mrs. Frank Lenzie, Yakima.

The luncheon given by the Yakima Chapter No. 1 was attended by 56. A lovely color scheme in pink and white was carried out. Mrs. Morrow was presented with a beautiful vase in appreciation of her two years' work. Dances under the auspices of the Auxiliary each night were well attended, and everyone proclaimed the 1934 convention a great success.

Mrs. James Morrow

### New Auxiliary Organized in Klickitat County, Washington

DURING the annual meeting of the Klickitat County Wool Growers at Goldendale, Washington, on February 7, a new auxiliary organization was formed, with a group of members from the Yakima Chapter, including Mrs. James Morrow, national secretary-treasurer, Mrs. W. A. Roberts, Washington State president, and Mrs. H. F. Roberts and Mrs. Keith Foltz, assisting.

The temporary officers of the new organization were Mrs. Clyde Story, chairman, and Mrs. R. A. Jackson, secretary.

A second meeting of the new unit was held on March 1, at the home of Mrs. R. A. Jackson in Rock Creek. A picnic dinner was enjoyed by fourteen ladies after which a business meeting took place. Plans for work were completed and the following officers elected: President, Mrs. R. A. Jackson; vice president, Mrs. J. Lugenbuhl; secretary-treasurer, Mrs. O. L. Rasmusson.

The new auxiliary which has sixteen charter members, will be known as Klickitat Chapter No. 2.

Mrs. James Morrow.

### Not Quite that Good

IN the January 4th issue of the Daily Times, Chicago, the following statement appeared in an advertisement for Hillman's Stores (Chicago's Market Basket):

"Genuine 1934 Tender Spring Lamb Roast: Shoulder, pound, 9 cents; short legs, pound 14 cents."

Of course, the sheep industry, in all modesty, admits that it produces choice meat for year-round consumption, but neither owners nor ewes are quite equal yet to the performance of having 1934 spring lambs on the market by January 4.

### Increased Wool Consumption

CONSUMPTION of wool increased by 40,573,000 pounds, or 27.8 per cent, in 1933 over the preceding year, according to a recent report of the Department of Commerce.

In 1933 consumption totaled 186,190,000 pounds as against 145,617,000 in 1932. These figures do not include carpet wools, and are clean equivalent weights; that is, they are based on the "estimated yields varying with grade, condition, and origin of the wool." Until a year ago these reports were given in the grease equivalent.

About 86 per cent of the year's increase was in the amount of domestic wools used and the other 14 in foreign wools.

In the first month of 1934, the last on which a report has been made, there was a decrease of 9.5 per cent in the amount of wool consumed as compared to that month in 1933, the totals for the two months being 12,512,000 and 13,826,000, respectively.

Consideration of these figures must include the fact that the information upon which the Department of Commerce compiles them is received from a varying number of manufacturers each month, although the variation is not so great as to injure the value of the reports in a comparative way. Also, since only a few manufacturers fail to make the reports, they are sufficiently inclusive to give a true picture of the rate of consumption. For January, 1934, the data was furnished by 390 manufacturers, with 21 failing to make reports.

# Lamb Market Conditions and Prices

## Chicago

**B**ETS that lamb would realize \$10 per hundred before March 1 were cashed numerously at Chicago; for the pick of the crop \$10.10 was paid, part of a load going to a shipper at \$10.35.

At that Chicago was out of line with western markets. Buffalo reported \$10.50, which was also out of line with the West. A stubborn battle all through the month was for the purpose of excluding the \$10 quotation, the previous high point having been \$9.85. On one occasion killers succeeded in making a \$9.65 top and buying the bulk of the crop at \$9.50, but the advantage was temporary. Packer-fed lambs ran out, contract-fed stock in territory east of Chicago was cleaned up, and although Atlantic seaboard killers curtailed orders, demand from that source finally asserted itself.

Packer protest that dressed cost was prohibitive of profit was discredited by the avidity with which they bought for numbers three days out of five. To be candid, wholesale prices followed the live market, generating an element of risk, but it's doubtful if a penny was lost in the conversion process. Killers' major complaint was deficient condition and low yields, as prices attracted lambs from nearby feed lots, which were speedily depleted.

On the last round fall shorn lambs sold at \$9, yearling wethers at \$9.50 and yearling ewes at \$8. Shorn lambs were scarce at all times as feeders had scant incentive to take the wool off. Usually during February feeders shear to get the resultant gain, but on this occasion the tail went with the hide.

While lambs sold at \$9.75 to \$10.10 without even a grunt, much less assistance from Uncle Sam, the hog market, carefully nursed by lavish expenditure of easy Federal money, failed to pass a \$4.50@4.75

basis. Cattle, also unaided, advanced 50 cents to \$1 per hundred, during February, but the only spectacular performance was in the sheep house. Closing prices were the highest for the month in four years and the highest at any time since June, 1931. At the January close it was a \$9 to \$9.25 market with a \$9.35 top, indicating a 75-cent general advance during the month. Early in January \$8 was the limit, \$7.75@8 taking the bulk. A month earlier \$7.35 was an outside price, \$6.75@7.25 taking the bulk and as recently as November \$6@6.25 bought the bulk of fed lambs. Yearlings and ewes participated in the boom. Ewes worth \$1.50@2.50 per hundred last December advanced to \$5@5.65. At the corresponding period of 1933 it was a \$5@5.25 market with a \$5.50 top.

Feeders, in the corn belt and west of the Missouri River, have had a bonanza season. Feed bills were 75 to 100 per cent higher than last year, but \$9.50 to \$10 for the gain with a wide margin between initial cost and selling price put them in a position to settle heavily with Uncle Sam in making out their 1934 income tax statements. Many fed lambs reported at the market with a \$5 spread. Texas lambs costing \$4.50@4.75 sold at \$9.50@9.75 and even when wrinkly landed within 25 cents of the top, while smooth Texans, well conditioned, went over the scales on practically the same basis as northern-bred lambs. One string of Texans costing \$4.50 per hundred when laid in showed a \$5.50 spread. Gains of 30 to 35 pounds per head were the rule as winter weather was ideal for putting on weight. If the dope sheets are reliable, profit on a per head basis toward the end of February ranged from \$5 to \$6 per head, distributed between gain profit and enhancement of basic values. A Wisconsin feeder who laid in 1,400 head of

yearling wethers last fall at \$5.35 per hundred realized \$9.50 on the last day of February, and a string of yearling ewes that cost him \$4 per hundred sold at \$8 fat. An Illinois feeder who took on 3000 Texas lambs in January at \$4.75 was offered \$9.50 at mid-February for mid-March delivery, but, sagaciously turned both thumbs down to the proposition.

If the market holds through March and April, the season's maximum results will be reached. When the feed bills went up, coincident with inauguration of the government corn loan plan at 45 cents per bushel, feeders evaded increased cost by taking the short route to market. This policy should have expanded the month's slaughter but, despite the fact that the crop was closely picked for weight and marketed short of finish, no sign of congestion developed, either in live or dressed trade circles. At the inception of March, according to trade statisticians and oracles, the residue of the winter crop was in strong hands, rendering bear raids by killers improbable. Territory east of Chicago had few lambs and would have taken 25,000 to 50,000 head for finishing and shearing had they been available. A Michigan man who needed 5,000 in the worst way when discouraged by his buyer insisted that opportunity might develop. Practically everything with a bleat reached the stock yards carrying enough kill to elicit packer bids and never before has a common price been the rule, practically nothing selling below \$9.50 except a handful of native culls at \$8@8.50.

The new scale of live prices has developed a merchandising problem. Late in February picked lamb carcasses were on a \$17@18 per hundred basis, no quotation on common stock was available and practically nothing wholesaled below \$14.50. Compare these prices with a \$14



limit a year ago when common carcasses sold at \$8@9 and \$10@13 took the bulk of the offering and consumer capacity will be conceived. Medium grades got the brunt of the advance. Top cattle carcasses wholesaled at \$10.50@11 concurrently, good carcasses at \$9@10; fresh pork cuts wholesaled at \$13@14 per hundred. With the possible exception of lobster, lamb was the highest animal, avian, or piscatorial food available. Usually at midwinter killers have recourse to freezer stocks to tide over an emergency, but freezers were as bare as Mother Hubbard's cupboard in this emergency. It was a condition creative of wide fluctuations in wholesale trade, prices varying as much as \$1 per hundred in a week. Newspapers embraced the opportunity for a display of wit, of which the following is a sample from the Chicago Tribune:

"Lambs Fetch Highest Price in Three Years; Now Selling at 10."—Market news. Only ten dollars? I bought a lamb roast yesterday and I got the idea that they must sell for about five thousand dollars a head and that when the butcher bought one he not only handed over the five grand in spot cash but had to kick in with his auto, a mortgage on his home, and ask the man who sold him the lamb what he wanted for a birthday present.

Nothing developed during February except a persistent battle between buyers and salesmen in which the former were invariably worsted. Occasionally they had an inning to the extent of 25 cents per hundred, but invariably the status quo was resumed on the following session. Not until the final stage was it possible to put the \$10 lamb over and then the price was common. At no time was weight a handicap, 95 to 100-pound lambs selling at or within 10 cents of the top.

Sheep joined the procession, fat ewes selling up to \$5.65, with a \$4.50 @5.25 bulk. Practically the entire mutton supply comprised dry ewes feeders acquired at low prices on the range last fall, so that profits accruing to sheep feeders are as substantial as in the case of lambs. Dressed mutton carcasses wholesaled at \$5 to \$8 per hundred, compared

with \$4@6 at the corresponding time last year, every scrap of the product getting action. Choice ewe carcasses sold at \$9@10 in Chicago late in the month. Fat ewes at \$5@5.65 late in February compared with \$2@2.50 last November.

A significant phase of midwinter trade has been narrow fluctuations; never exceeding 25 cents per hundred on a single session and usually not to exceed 10 to 15 cents, which is unusual on high-level markets. Sellers always had the situation well in hand.

Shorn lambs were discounted about \$1.75 per hundred. Outside a string of Texans, fresh clipped and somewhat mutilated, at \$7.60@7.85, \$8 was the popular price, fall shorns making \$9 late in the month, but not in trade history have shorn lambs comprised as small a percentage of the run.

Breeding stock was in demand, with practically nothing available. Naturally the rise in fat lamb prices stimulated interest in farm flock investment. At farm sales throughout the corn belt ewes about to drop lambs sold at \$10 to \$13 per head; southwestern ewes shipped in by traders and running from two-year-olds to broken mouths sold in bunches at \$6.50 to \$7.50 a head, and northwestern yearling ewes were in demand at \$10. One string of yearling ewes brought to Illinois from Montana last fall that cost \$4 per head, resold at \$9 early in February and could not be dislodged thereafter. The whole farming area is interested in sheep husbandry as a result of the corn-hog program which automatically retires every fourth sow from activity, reduces pig crops 25 per cent and translates 20 per cent of the corn area into grass or roughage. Wool at 30 cents and lambs \$9 present an attractive proposition to the man who has been growing \$3 hogs and 40-cent corn.

An era of good feeling exists in lamb and sheep feeding circles, but it heralds a scramble for feeding lambs next fall. A full corn crop, even on 20 per cent acreage restriction,

will insure abundant feed, and as farmers are motivated by a desire to build up soil fertility, lambs will be needed for that purpose.

By the time new crop lambs are ready the market will give a cordial reception. Tennessee and Kentucky report normal crops, California advices are favorable and the corn belt is getting back into early lambs. As there will be no hangover from the winter crop, market decks will be cleared by late April.

Apparently the process tax proposition with respect to the sheep industry has been scrapped, although hogdom is insistent on cattle inclusion. Fortunately, the sheepman has no junk to sell on government account, and is not solicitous of a Washington handout. By no stretch of the imagination could a claim be made that lamb competition is disadvantageous to pork, which is the real reason for seeking an impost on beef.

J. E. Poole.

## Omaha

THE uptrend in fat lambs continued throughout February, although on a more modest scale than in the opening month of the year, and at the finish prices were edging toward the coveted \$10 mark. Prices were 60@85 cents higher than at the close of January, with numerous closing sales at the month's peak price of \$9.85, the highest paid for fat lambs here since June 3, 1931. (Early in March \$9.90 was reached, followed by a slump under pressure of liberal supplies which reduced the top on the 3rd of the month to \$9.65.) Continued strength in the wool market and limited supplies were the prime contributing factors to the advance, although some improvement was noted in the eastern dressed beef trade.

There was nothing sensational to the February trade, such as the seven-day successive advance which hiked prices in January. Gains were gradual and well sustained, sporadic efforts by buyers to reduce values being futile. The few periods of



weakness that did materialize were of short duration.

Demand had breadth all through the month and supplies were well absorbed. Marketing was orderly, the tendency among feeders being to market lambs a load at a time as they reach market condition, rather than to bunch shipments. There was no excess at any time.

Receipts for the month were 153,322 compared with a January total of 169,122, and were 4,000 short of the total in February last year, which was the smallest since 1927. Quality of the offerings was exceptional, favorable weather having enabled feeders to put good finish on their lambs.

While there is some feeling that the market is top-heavy, opinion among feeders is variable. Some argue that lambs are none too high at present levels and are only regaining their proper status, while others fear continued advances may boost prices to a level which may make feeding of lambs a precarious undertaking next season, if lambs must be bought at too high prices. On one point, however, there is unanimity, and that is that at present levels, lamb feeding this year has been the most profitable in some years past.

Feeding lambs trailed along in the wake of fats, the advance in that division aggregating 50@75 cents for the month. Demand was good for supplies which were far too limited to meet potential requirements. Supplies in nearby feed lots are much smaller than a year ago. Fed lambs arrived in such good condition that few straight loads of feeders were available, the bulk of the month's business being in odds and ends. Prices at the close were in a range from \$8.50 to \$8.90, while mixed fats and feeders taken out for a quick turnover, and lambs on the shearing order moved at \$9@9.25.

The sharp advance in ewes was a feature of the sheep trade. Prices advanced \$1.25@1.50 to the highest levels since May, 1930. The month's top for a few choice loads of fed ewes was \$5.60, with the bulk of final sales at \$4@5.50. Numerous

sales of load lots were registered at or near the latter figure. Hardly enough yearling wethers are arriving to make a real market. Choice kinds in limited numbers sold up to \$8, with most sales at \$6.50@7.50. Trade in breeding ewes was light in volume, although there was some trade in lamby ewes at \$4@5.50 and up, according to condition and quality. Demand was in excess of supply in this branch of the market.

H. F. Lee.

## Kansas

FEBRUARY produced the \$10 mark in the lamb market, a point that has been hoped for more than three years and one that some had predicted would not be reached in a decade. It came on the last day of the month, following four weeks in which commission men had exerted every energy to drive the market up from the \$9 level, where it rested at the close of January. The entire period was a scrap between the selling and buying sides and while there were temporary setbacks buyers could not definitely check the advance.

The net advance in lamb prices during February was 90 cents. January closed at \$9.10 and February closed at \$10. Compared with December 30, the market is \$2.60 higher and compared with the extreme high point in February, 1933, it is up \$4.30 and the highest in more than three years.

The first three days of February the top was \$9.10. On the fifth it jumped 25 cents to \$9.35; eased back to \$9.10 on the sixth and on the next four days held a \$9.15 top. On the 12th \$9.25 was paid, 13th, \$9.45; 14th, \$9.60; 15th, \$9.35; the next two days, \$9.40 and on the 18th, \$9.60. From the 20th to 27th the daily top ranged from \$9.50 to \$9.75, and the closing top was \$10. This record of tops shows that the setbacks in prices were only temporary. Buyers had a hard-headed, nervy selling side to contend with the entire month. There have been few months on record when sellers

felt as confident of their strong position as they did in February. They held to it regardless of the fact that fat lambs are 50 per cent higher than fat cattle and 100 per cent higher than fat hogs.

Lamb feeders are making good money. They deserve to. For three successive years they have been on the short side of the deal, and this season's profits will put them in a very favorable financial position. This should bring encouragement to range lamb producers as it is a well established fact that following a season in which winter lamb feeders have made money the price of feeding lambs is usually high.

Wool and pelts continue to occupy a good price position and predictions are made freely that both will go still higher. This in turn would react favorably in both the sheep and lamb market.

While lambs were advancing 90 cents in February fat sheep advanced more than \$1. Ewes rose to \$5.60 and fat yearlings to \$8.50. This is the largest advance that has been reported on mature sheep in any month in a number of years past. A year ago the market for good to choice fat ewes and yearlings was uncertain and the cull kinds did not pay marketing expenses. In late May last year when fed lambs were near the yearling stage prices ranged from \$4.25 to \$4.50 and they were worth more with the wool off than with it on. Now shorn lambs are selling at \$1.25 to \$1.50 under fat lambs.

While the season is well advanced few lambs have been shorn. Indications are that there will be little or no shearing until late, unless shorn grades begin to sell closer to full wool lambs. At the present price of wool unshorn offerings will continue at a premium. However, those that hold late until wool begins to get "stringy" may have to shear before they ship or shear while the lambs are in transit.

Feeding lambs were in limited supply. The main take by feeders was the sort out from fat lambs and the aggregate number was small as

most feeders shipped only those that were in uniform condition. The cut outs that went to feeders sold mostly at \$8.25 to \$8.80.

Feeding sections west of the Missouri River had excellent weather up to the last week in February. The snows and some severe temperatures were reported, but they were of short duration and did not interfere with weight gains. It is the general report that lambs have been fattened with less feed this winter than for a number of years past. Death losses up to the present time have been unusually small, and in some sections the smallest ever known.

A year ago no one seemed to want breeding ewes. This past week old ewes that had no more than a one-more-lamb prospect sold at \$5 to \$6 a head. No good young ewes were offered and what they would bring is more or less conjectural, but there is plenty of inquiry for them. Under present conditions good ewes are regarded as the best property in the livestock kingdom. As slightly more than 82 per cent of all the breeding ewes are west of the Mississippi River the good prices for sheep, lambs and wool means a good financial boost for the Central West and West.

The major part of the unmarketed fed lamb supply is now in western Nebraska and Colorado. It will move marketward in well distributed volume during the next 60 days. Arizona will probably make some shipments of new crop lambs around the 10th to 15th of March and they will be in time for the special Easter trade. A few scattered bunches of native new crop lambs, early winter birth, brought \$10 to \$10.50 a hundred pounds in the past week.

February receipts were 128,570, or 21,247 less than in the same month last year and the smallest February supply since 1929. The total for the two months this year was 278,045, or 4,600 less than in the two months last year and the smallest since 1929.

C. M. Pipkin.

## Denver

THE sheep market, which has been a bright page in the market story for some time, continued to prove a source of gratification to shippers and feeders during February. Prices at Denver advanced from day to day, showing an advance for the month of around 75 to 90 cents, and on the closing session the extreme top paid here in the past four years—\$9.85 FPR (freight paid to river)—took the big end of the supply.

Since that time, there has been some reaction but prices continue on a favorable basis. A month ago best lambs were selling on the Denver market at \$8.90. Ewes that were selling around \$3 to \$4.50 early in February were bringing from \$4.50 to \$5.50 at the close, with choice kinds quoted up to \$5.75 on a freight paid basis.

Feeders are realizing handsome profits on their operations this season and, as the supply of lambs in feed lots is not excessive, there is every indication that a satisfactory level of values will continue to the end of the spring marketing season.

W. N. Fulton.

## St. Joseph

SHEEP receipts for February were comparatively light at this point, as well as at other markets. The total here was approximately 91,100, compared with 93,984 last month and 109,065 for February a year ago.

The lamb market during the month was in a strong position. In the 20 market days prices were higher on 14 days, steady on two days and lower on only four days. Compared with a month ago lamb prices are fully \$1 higher, the closing top being \$10 against \$9 the last day of January. The top on wool lambs a year ago was \$5.25 and clips were selling at \$5, compared to \$8.25 and \$8.50 now. Best 91-pound lambs sold on the last day of the month at \$10, with others averaging up to 102 pounds at \$9.75@9.95. Only a few feeding lambs were offered during

the month and these sold from \$8.25@8.50.

Aged sheep also closed around \$1 higher for the month. Choice ewes closed at \$5.60, yearlings up to \$8.65, and old wethers \$6@7.

H. H. Madden.

## Utah Lambs Bring \$9.40

A DOUBLE deck car of lambs recently used in an experiment at the Branch Agricultural College at Cedar City, Utah, was sold on the Los Angeles market, February 7, at \$9.40.

These lambs were used in a breed test which will be reported in a later issue of the Wool Grower.

The shipment included Rambouillet and crosses from Rambouillet ewes and Suffolk, Lincoln, Hampshire and Corriedale rams. The average weight was 90.8 pounds.

The lambs were purchased by the Sterling Meat Company for the Safeway-Piggly Wiggly Stores, and sold by Holaday and Hampton.

## Sheepmen and Organization Support

I RECENTLY had the pleasure of attending the annual convention of the Montana Wool Growers Association, which proved to be a real success, with an exceptional lot of good speakers. It was brought out in an address by Dr. H. C. Gardiner that about 600 of the Montana wool growers carry the association's financial burdens for approximately 4,000 sheepmen of the state. The importance of our National as well as the different state associations does not seem to be fully recognized by a large number of wool growers, or such a condition as this would not exist. However, if times improve I feel sure that more of the wool growers will show their good judgment and take their share of the upkeep of our organizations, state as well as National.

Weldon, Montana L. A. Dreyer.

## Around the Range Country

(Continued from page 12)

### WASHINGTON

Mild weather has been the rule this month, and moisture has come at intervals, but it has been inadequate in some central and eastern sections. Plowing and seeding have been quite general. The weather has been favorable for lambing as a rule, and livestock are in good condition. Pastures are developing satisfactorily, and most sections will soon be providing ample pasturage.

### North Dalles

I would like to see a national bounty of \$5 on coyotes, and as they decrease, raise the bounty to \$10, then to \$15. I believe this would solve the coyote problem that has grown to a great extent the last two or three years. My own losses have been the greatest in 20 years.

Perhaps it would work out better if the government trappers should not be paid a salary, but should be paid for each coyote they catch. I know of a case in my vicinity where a government trapper only got one coyote in six weeks. I had a private trapper trapping in the same neighborhood at the same time, and he caught 34 coyotes.

Coyotes cause an enormous loss to sheepmen, and are also very destructive to our game.

Long buck coyote furs were a good price this winter. I caught six near my home and received \$6 for each pelt.

Leo F. Brune.

### Hooper

We are having excellent weather and feed conditions on the range, and a smaller number of sheep than usual are getting feed this winter.

Herders receive a wage of \$40. Camp tenders also receive \$40, and in the winter handle two, three or four camps.

The average age in the ewe flocks is higher than it was a few years ago,

and more ewe lambs were kept over last fall for breeding purposes.

Everyone, I believe, made a little profit last year, and if costs do not go up, debts should be paid off in two to four years.

Sheepmen hereabouts favor government regulation of grazing on the public domain.

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### Starbuck

This has been one of the best winters the stockmen have ever seen. The rains started early, and by the middle of December, the grass on the range was fine. Now, the 8th of February, the hills are as green as they usually are the first of April. Green bunch grass is six inches high—we could grow bananas here with winters like this. Our sheep are doing and looking fine.

Camp tenders and herders are getting \$35 per month. On the ranges here, a camp tender can take care of three or four camps.

Sheepmen here have been holding out ewe lambs each year and disposing of the old ewes, so that the ages of the bands run from one to four years.

I think with wool at 30 cents and lambs selling at \$10 for a period of three years, most of the flock owners would be free of debt.

No sheep have changed hands here lately. One bunch of 500 ewe lambs sold the first of December at \$5 per head.

J. M. Moran.

### OREGON

Mostly abnormally mild weather prevailed, with occasional, timely moisture, principally in western sections. Vegetation growth has been satisfactory, but somewhat slower the last week because of the turn to colder weather; the vegetation is unusually well advanced. Lambs are in good circumstances. Some southern and eastern localities need more

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moisture. Wheat has done well and a considerable amount of spring farming has been done.

### La Grande

The weather is very mild (February 14). Some cattle and a few sheep are on the range, which is a record for the past 13 years. However, stock are not feeding so well as in severer weather. During the past three years, this season has been much more rigorous. There was about a 50 per cent increase in the number of ewe lambs kept last fall. In this particular county the average age of the ewes is four years, just about what it was four years ago.

Forty dollars is being paid to camp tenders handling two camps; herders get \$30 a month.

About a third of the sheepmen registered a profit last year and if mortgage holders do not crowd individual owners too fast, most of the growers will be out of debt in about six years.

H. G. Avery.

### Baker

This has been the warmest January on record with the local weather bureau. Weather and feed conditions have been good on the range, but the feed lots have been wet and muddy. This is a winter lambing section and everything is on feed.

Herders and camp tenders receive from \$30 to \$40, and in most cases the camp tenders do the work for two camps.

There were not so many ewe lambs held over last fall as usual.

The average age in the ewe flocks generally is older than it was three or four years ago, about 60 per cent being five-year-olds.

At least 85 per cent of the sheep outfits in this section made some profit last year. It would take the average sheep outfit about three years to pay off its debts if operating costs do not advance too much.

Most stockmen here favor government regulation of the public domain.

A. S. Boyd.

**Bend**

Weather this month has been the best for many years, and feed conditions have been fair. About the same number of range sheep are getting feed this winter. About 20 per cent more ewe lambs were held over last fall. Herders and camp tenders doing the work of one camp, receive a wage of \$40.

The average age in the ewe flocks is pretty old, as ewe lambs have been marketed in the past few years.

As far as I know, I don't think there was any profit made by sheep outfits last year, though I think the average outfit could clear all indebtedness in three years if good markets continue.

Everyone around here seems to think that government regulation of the grazing on the public domain will be all right if properly administered.

Con Breen.

**CALIFORNIA**

Temperatures were mild or warm in most counties much of the time, and precipitation occurred frequently over the northern portion, and over the southern portion late in the month. This relieved the drouth to some extent in southern counties. Ranges and livestock are now in good to excellent condition nearly everywhere; they have been excellent over northern counties most of the month, and remained in sore need of the late rain in southern counties.

**Knights Landing**

We have had a fair amount of rainfall, but the grass is poor because of continued fog (February 3). In comparison with a year ago we have better moisture conditions but poorer growing weather. About the usual number of sheep have been fed this winter.

The average age of the ewes is higher than it was several years ago, and I don't believe as many ewe lambs were kept last fall to build up the flocks.

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their wool early to the dealers last spring (probably less than half of them) showed some profit in their operations for the year. Most of the bands of this locality, however, are in fair financial shape.

There is no public domain in this vicinity; the sheep are all pastured. We do not have camp tenders, but employ herders at \$45 a month.

Eldorado Ranch.

### Montezuma Hills

The weather is good, but feed is a little short in growth (February 4). On the whole, conditions are better than usual.

In this section sheep are run in conjunction with grain farming and are all run under fence, without herding. Most of the sheep are old; we have been holding our old ewes because prices have been so low during the past few years.

E. C. Dozier.

### NEVADA

Exceptionally mild weather prevailed, the snow layer being melted to the foothills most of the time. These conditions were very favorable for livestock, and for farm work, though several precipitation storms in the last week halted farm work. Some livestock have been turned out to forage, as grasses are greening nicely. Many ewes are reported to be in excellent condition for lambing. Cattle and sheep average in good or fair condition.

### Winnemucca

Weather and feed conditions on the range are far superior to anything we have had in several years (February 22). Probably a very small proportion of the wool growers made some money last year, but it will take most of them several years to clear their debts, even with good prices for both lambs and wool.

The average age of our ewes is good and more ewe lambs were held back last fall than in previous years for replacement purposes.

Herders and camp tenders are paid \$45 a month and the camp tender takes care of two camps.

John Menteberry.

### UTAH

This was one of the warmest Februaries of record, being the warmest in 60 years at Salt Lake City. The lower country was generally bare of snow through the month save for brief spells after the heavier falls of snow. It was unusually favorable for livestock, which were largely on feed for the want of the usual winter forage. Their condition has naturally held up exceedingly well considering the shortage of pasturage. At the close of the month buds were softening and grass was greening. Livestock average in fair condition, a few being good to excellent.

### Monroe

We are having average feed conditions, but have had more moisture in the last two years. A larger number of range sheep are getting feed.

Camp tenders receive a wage of \$45, and herders, \$50. The work of two camps is usually done by one camp tender.

At present, the tendency is to keep younger ewes and build up the flocks.

About 50 per cent of the sheepmen in this section made a profit last year. I think, with good conditions, it would take about seven years for sheepmen to pay off their debts.

Government regulation of grazing on the public domain is favored here.

Alma Magleby.

### COLORADO

Seasonal to mild weather prevailed, the moisture in the latter half being ample for all immediate needs. Livestock have done well in the absence of severe weather, though deep snow over parts of eastern counties was unfavorable. The western valleys have been bare much of the time, and some plowing has been done. Livestock are mostly in good condition; and there were no losses reported during the inclement weather of the closing week. Heavier feeding was necessary the last week; ranges were improved by moisture.



**Walden**

We have been having mild weather (February 27). There are no winter ranges here and all the stock is fed. Herders and camp tenders are getting \$35 and \$40 a month; the camp tenders handle two camps.

About 75 per cent of the sheep outfits in this section made a little money last year; expenses are about 50 per cent under what they were in 1931.

Coyotes are more troublesome.

Wool growers of this section are opposed to government regulation of the public domain.

Elmer Mallon.

**Maybell**

We are having a very nice winter. Old timers state they have never seen a winter like this in the 40 or 50 years they have lived here. We have been having snowy weather the past week, but it is melting as it falls and leaving a good deal of moisture. Winter feed is short (February 24), although the sheep generally are in very good condition.

The large end of the ewes in this county are aged, but I think more ewe lambs were saved for replacements than a year ago.

As to the control of the public domain, it might work out all right, but again the best of it may be given to a chosen few and the little man forgotten altogether.

Herders and camp movers are getting \$40 to \$50 a month.

Good ewes sold around \$7 a head last fall.

The government trappers have been doing very good work in this county, but even so we lose quite a number of sheep each year through coyotes and cats.

L. Elton Gent.

**Walsenburg**

This has been a dry winter, but general conditions are better than they were last year when it was so very windy, and when it was necessary to feed more of the ewes.

Our lamb crop was short last year

due to the very late spring we had. The average age of our ewes is about what it was three or more years ago; while we did not sell any of our old ewes, we lost a good many of them.

I believe that probably 50 per cent of the men who lambled early last spring on feed had a profit on their year's operations. Generally speaking costs are lower by from 25 to 50 per cent.

Rafel Maldonado.

**Hartsel**

Conditions here are very much better than they have been during the last year or so. There hasn't been too much snow and the feed has been better, and it has not been necessary to feed so many of the range sheep.

The sheep average much older in age than was the case several years ago but at least 25 per cent more of the ewe lambs were kept last fall for breeding purposes than in recent years.

We do not have any camp tenders now, but pay our herders \$30 to \$40 a month.

I think all of the outfits around here made some profit last year.

Coyotes are on the increase.

Rufus Marshall.

**ARIZONA**

Moderately cold nights and a general deficiency of moisture have prevented the growth of vegetation, and desert forage has been scarce. The storm of the closing week was very helpful, but generally insufficient. Spring cropping preparations have progressed satisfactorily, and farming conditions in the lower country have been favorable. Shearing began early and progressed with good weather as a rule, over the southern counties.

**Phoenix**

Early lambs are in very good condition in the Salt River Valley and our spring lambs will commence running to the river markets about

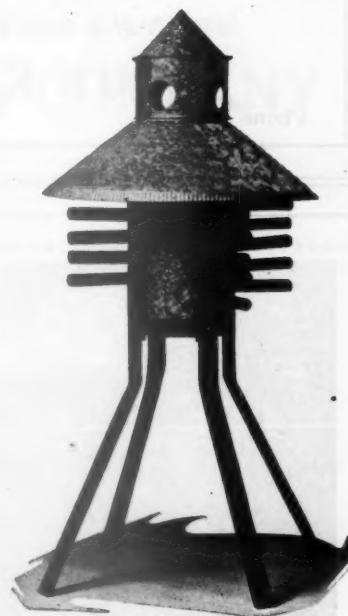
(Continued to page 38)

**Mr. Sheepman:**

Do you know after a coyote's young are born generally their first feedings are from the milk taken from ewes and lambs you find killed around the lambing grounds? During the second feeding period the lambs are eaten by male or female coyotes and carried to the pups, but the third feeding period they carry the entire lamb to the pups to be eaten by them and no evidence can be found of such unless you happen to see or track the coyotes. A large percentage of this loss can be avoided by using the Gibbs' Wild Animal Scaraways.

The Scaraways have been proven of inestimable value the past five years by large and small outfits throughout the sheep raising states.

**They Save Time, Labor and Loss  
and Increase Your Profit**



**Gibbs Wild Animal Scaraway**

The Scaraways shoot special Fire-crackers and Flares at intervals, either all day or night and your investment is small compared to the amount they save you. They are simple in operation and there is nothing to get out of order.

Write now for prices and particulars.

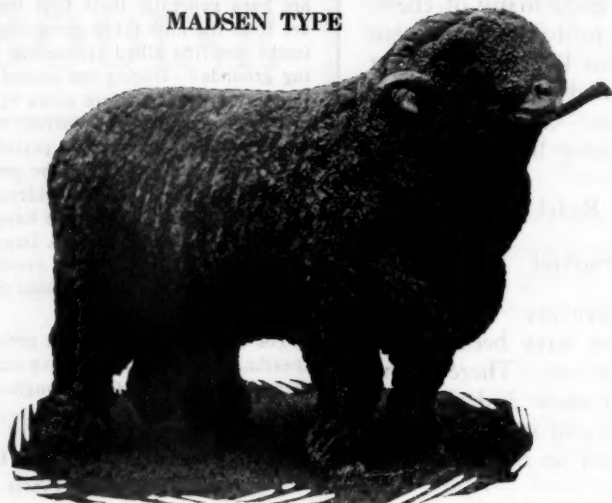
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Rock River, Wyoming

## MT. PLEASANT RAMBOUILLET FARM

MADSEN TYPE



Better breeding has made the Madsen Rams leaders. They are in demand the world over.

Our 1934 Rams are large and have a wonderful fine long staple.

**Increase your profits by using  
Madsen Rams and Ewes.**

For Sale in Single or Carload Lots

*Use the Best—Use Madsen's*

Stud Rams Our Specialty

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Phone 174-175

P. O. Box 219



1934 Grand Champions. Ogden Stock Show.

These two carloads of Prize Fat Steers were fed U & I PELLETS as a supplement. Range sheep do best where they are fed on these PELLETS. Lambing ewes are in better condition and raise a larger percentage of lambs when fed a ration of U & I PELLETS. If desired, barley or cotton seed cake will be added to the mixture.

Prices	U & I Pellets	\$17.50 Per Ton
	U & I Pellets (Barley added)	\$18.50 per ton
	U & I Pellets (Cottonseed Cake)	\$21.00 per ton
	Carload lots, minimum 20 tons	

Prices are for delivery within a \$2.00 freight radius of West Jordan, Utah.  
Salt Lake City

**Utah-Idaho Sugar Company**

SALT LAKE CITY, UTAH

## U & I Stock Feed Pellets

for Fattening Yards  
and for  
Range Feeding

Dried Molasses Pulp for  
Dairy Cows

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Fast Train Service—In and Out—  
From All Sections—To All Sec-  
tions—Makes It Your Natural  
Marketing Point and the  
East's Buying Point.

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**KANSAS CITY**

*Every Convenience  
Best Service  
Nation Wide Demand*

## KANSAS CITY STOCK YARDS COMPANY

### LOOK FOR THE WORTENDYKE LABEL



STANDARD SIZE



Guaranteed Not Less Than 300 Lineal Feet Per Pound

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**AMES HARRIS NEVILLE CO.**  
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CAMP STOVE**

The Perfect Pack Stove for  
the Sheepman

Made of heavy black iron. Size  
9 inches high, 12 inches wide and  
27 inches long. This stove is  
heavier and better braced than  
formerly. Weight, 28 lbs.

The stove pipe telescopes and  
picks inside the stove.

Price: \$8.00, delivered to you.

Satisfaction Guaranteed

**THE CANFIELD STOVE CO.**  
Est. 1903      Ontario, Ore.

## Around the Range Country

(Continued from page 35)

March 15, so that some of them will  
be ready for Easter consumption.

The foothills and mountain ranges  
are still very dry (March 3). We  
have had one good rain, but not nearly  
sufficient to make spring feed.

A. A. Johns

Thatcher

January was much warmer and  
drier than the same month a year  
ago. There has been plenty of feed,  
but we will need rain to bring on  
the spring forage. I think a larger  
number of the ewes were fed this  
year than usual.

The ewes, on an average, are much  
older than the bands were three or  
four years ago, and fewer ewe lambs  
were retained last fall than in previous  
years.

Herders are getting \$30 a month  
and camp tenders \$25, for one camp.

I think most of the sheepmen  
made some profit last year and if  
prices for wool and lambs net us  
about 30 and 10 cents respectively,  
it should not be many years before  
the men would be out of debt.

Marion Lee.

Fredonia

We have been having summer  
weather, and feed conditions (February 8) are a little better, I believe,  
than they were the same time last  
year. Only the average amount of  
feeding has been necessary up to this  
time.

I do not think quite so many ewe  
lambs were kept for replacements  
last fall as usual, and the ages of the  
ewes are above what they were several  
years ago.

We pay herders and camp tenders  
around \$40 or \$50 a month. The  
camp tender cares for one camp.

I think Arizona favors state control  
of the public domain.

While sheepmen around here did  
not have a profit last year, it would  
not take long for us to get out of the  
red if wool and lamb prices keep  
good.

## EAR TAGS IN COLORS OR PLAIN

These are the Ear Tags you have been looking for, and Postage paid to your address.  
Each Tag has sufficient room for owner's name and address and number if wanted, no additional  
charge for year date or brand marks on tags.

### Prices on AL-WUZ-ON Aluminum Self Clinching Tags

SHEEP SIZE TAGS				CATTLE SIZE TAGS			
Quantity	Name and Address	Numbered Only	Name Address and Number	Quantity	Name and Address	Numbered Only	Name Address and Number
12	\$1.25	\$1.25	\$1.75	12	\$1.50	\$1.50	\$2.00
25	1.75	1.75	2.40	25	2.00	2.00	2.65
50	2.25	2.25	3.00	50	2.75	2.75	3.50
75	2.75	2.90	3.65	75	3.50	3.65	4.45
100	3.25	3.50	4.25	100	4.25	4.50	5.25
200	5.25	6.00	6.75	200	7.25	8.00	8.75
300	7.25	8.50	9.25	300	10.25	11.25	12.25
400	9.25	11.00	11.75	400	13.25	15.00	15.75
500	11.25	13.50	14.25	500	16.25	18.50	19.25

Colored Tags, sheep size, 3/4c each extra—Hog and Cattle Sizes, 1c each extra.

We will quote on larger quantities than above if interested.

Clinchers for self piercing Aluminum Ear Tags per pair, \$1.50—These are AL-WUZ-ON  
Clinchers, same as formerly sold for \$2.00—we guarantee them forever.

### FREE SPECIAL OFFER

One clincher with an order of 500 Tags or more. On an order of 200 or more but less than  
500 we will let you have a Clincher for \$1.00, or if you have an old clincher (regardless of make  
or kind) we will let you have a new one for your old one and \$1.00—providing your order is  
for 25 or more Ear Tags and less than 200.

## INTERMOUNTAIN STAMP WORKS

240 EAST SECOND SOUTH

SALT LAKE CITY, UTAH

## FRANKLIN PRODUCTS FOR SHEEP PROTECTION

### Ovine Mixed Infection Bacterin

For the treatment of complicated cases of hemorrhagic  
septicemia with secondary infections.

This bacterin is steadily coming into wide use by  
western sheepmen. Many report the complete stopping  
of death losses upon vaccinating flocks.

### Ovine Hemorrhagic Septicemia Agressin

Immunize your flock against this dangerous disease.  
One dose gives safe protection. Don't wait for trouble  
but vaccinate and avoid losses.

### Ovine Hemorrhagic Septicemia Bacterin

For prevention and treatment. Desirable for use in  
infected flocks and for vaccinating exposed sheep, goats  
and lambs.

The immunity conferred is not considered as lasting  
as that developed by Hemorrhagic Agressin but it is  
preferable for controlling outbreaks or for vaccinating  
exposed or infected animals.

### O. M. Franklin Blackleg Serum Company

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### Get Rid of Worms in Sheep

Franklin Drench Powder is effective for expelling  
both the stomach worms and tapeworms. In addition  
to the copper sulphate and nicotine sulphate, it contains  
other medicinal ingredients that help to expel  
the killed worms and in the healing of the lacerated  
linings of the intestines. Water only need be added to  
the powder. Complete directions are on each package.

A 20-ounce package will make five gallons of drench  
solution. This is good for 320 doses for mature sheep  
or goats, or 640 doses for lambs or kids. Price \$4.50.  
Three or more packages at \$4.00 each.

### Protect Your Sheep from Theft

A nose brand does the trick. Franklin Brand-em-ol  
is a chemical branding liquid that makes a clear, lasting  
brand without heat and without pain. Very inexpensive  
and easy to apply. Half pint 75c, pint \$1.25,  
quart \$2.25. Send for special Brand-em-ol booklet.

### At Drug Store Agencies.

SEND US YOUR NAME AND ADDRESS  
FOR HELPFUL FREE LITERATURE

I think it is high time to put a small tax on the sheep to pay \$5 or \$6 bounty on coyotes and bobcats. If this were done, in two years there wouldn't be any coyotes left. The way it is at present it costs \$45 for every coyote that is caught and they increase very fast and cause serious losses. Arizona has been protecting the coyotes for some time to keep the deer down, but they would not allow the people to kill the deer. There is only one way to get rid of wild animals and that is to pay a good bounty on them, and then every fellow will have guns and traps and in two years there won't be any to look at.

R. A. Jackson.

Mesa

It has been very warm here with little moisture and little feed. However, today, the 24th of February, we had rain, which will help materially. A good many of the flocks had to go into the pastures to lamb.

Many more ewe lambs were retained last fall than in the previous years, but then there were very few kept at all. Because replacements have been so few, the average age of the ewes is above that of the bands of three years ago.

I do not know of anyone making a profit last year; expenses are about one third lower. Herders are getting \$30 a month, and camp tenders, looking after one camp, the same.

Coyotes are on the increase, due to the fact that we have no bounty on them.

There is a division of opinion on how the public lands should be handled, but there is some favorable sentiment for government regulation.

Larkin Fitch.

## WESTERN TEXAS AND NEW MEXICO

Only a little moisture came to these areas this month, though that was timely in that most of it came in the last week or ten days, as spring growth is most rapid. Generally moisture is inadequate, and the pas-

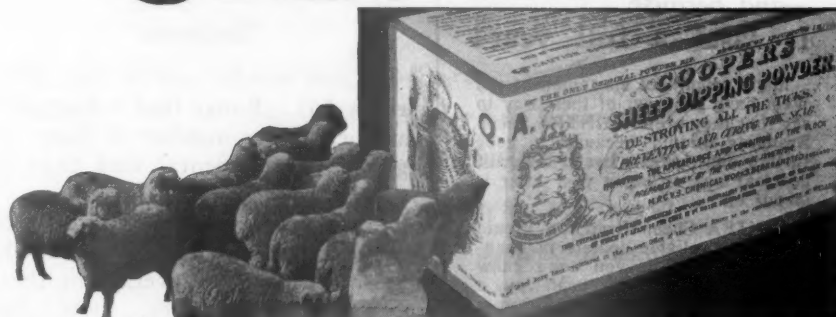
## Colorado Animal By-Products Co.

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# New Discovery Now Makes COOPER'S



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All ticks, eggs or nits are dead the day after dipping. Remember this: With Cooper's you dip only *once* because it kills the live ticks and destroys the eggs or nits which if not killed would hatch out later and require a second dipping.

**COOPER'S Is the Only Dip in the World  
that Does the Entire Job in ONE Dipping**

and the only dip which protects against fresh attacks for months. Small particles remaining in the fleece keep your sheep clean. Because Cooper's Sheep Dipping Powder has no equal anywhere, it has led all sheep dips the world over for 90 years. A new discovery now cuts its cost to about one cent a gallon.

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It is proved beyond a doubt that Cooper dipped sheep actually grow more wool and the quality is better. There's no break in the wool... the flow of yolk is assured which means a well-fed fibre.

Cooper Sheep Dipping Powder is also the world's premier scab destroyer... no risk, wool is never impaired when Cooper's is used.

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The Cooper laboratory has triumphed in developing a method of adding the new ingredient known as "Pulvex." Amazing in its added efficiency... tremendous in its saving of dipping costs. Makes 50% larger dilution and... we haven't raised the price one penny... you make the saving! See prices:

SMALL PACKAGE cost, 30 cents } Formerly made 25 gallons, now makes 37 gallons.

LARGE PACKAGE cost, \$1.75 } Formerly made 100 gallons, now makes 150 gallons.

CASE: Ten large, or 40 Small Packages cost, \$16.50 } Formerly made 1000 gallons, now makes 1500 gallons.

Prices F. O. B. Chicago.

Imagine what all this means to you. First, you need dip only *once*... you save the cost, time and labor of a second dipping. You protect your flock against fresh attack. You get more wool, better wool. Your flock is healthier, more profitable. And now, by our discovery, dipping cost is cut one third.

The time for you to order your dip is now. The above prices tell you all you want to know. Your dealer has or can get Cooper Sheep Dipping Powder for you, or order direct and we will supply you. Write today for Bulletin 238.

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MINTRA Sheep Branding Liquid is sold by reliable dealers throughout the West. If you don't know the name of a dealer near you, a postcard will bring you the information.



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MINTRA Paints & Varnishes  
... DENVER, COLO. ...

#### LAMB TIRE COVERS FOR SALE

We have a limited supply of those attractive "Eating Lamb Builds Trim Figures" covers for tires. Price 75 cents, Postage Prepaid.

**NATIONAL WOOL GROWERS ASSOCIATION**

509 McCornick Bldg. Salt Lake City, Utah

tures are not luxuriant. Temperatures averaged somewhat above normal, but it was rather cold the last ten days. Ranges have deteriorated gradually during the month. The good rain of the first of March will be a great help.

#### TEXAS

##### San Angelo

Prospects for the new lamb crop are not very good at this time (February 20). The range has been very spotted and while some ranges have good feed, on others the ewes have been getting cottonseed cake for some time. On account of our bands running under fence and without herding, it is not possible to put feed out at lambing time. Whether feeding is attempted or discontinued, it will mean a considerable reduction in the number of lambs in all the dry sections.

##### Sanderson

Warm weather and no rain (February 26). Range feed is short, and a much larger number of sheep are getting supplemental feed than in other years.

Most people sold their ewe lambs the last three years and our flocks are older than the average of three years ago. However, more ewe lambs were kept last fall for replacements.

Only a few sheepmen made any money last year; the majority of them just made expenses. If we can live as we have in the past three years, probably most of us can clear up our indebtedness in the next three to five years with good prices for wool and lambs.

Ben H. Gilbert.

##### Bangs

Although the weather here has been fine, the range feed has been scarce, and there is a larger number of range sheep getting feed this winter.

There is very little difference between the average age of the ewe flocks now and four years ago, and about 20 per cent more ewe lambs

were kept over last fall for breeding purposes.

A small profit was made by most sheep outfits last year, and with favorable conditions, we should be able to pay off our debts in about four years.

E. F. George.

#### The Castration of Lambs

By

J. M. JONES AND W. H. DAMERON  
*Texas Agricultural Experiment Station*

THE "Burdizzo," a bloodless castration instrument which bears the name of its Italian inventor, has been used to a considerable extent by American sheep breeders during the past several seasons. This instrument was first used at the Ranch Station, Sonora, Texas, on a limited number of lambs in 1930, both for castration and docking.

In the spring of 1931 a comparison was made at the Ranch Station in the castration of lambs by means of the knife and of the Burdizzo instrument. Sixty-seven lambs were used in the test, 33 being castrated with the knife and 34 with the Burdizzo. The average initial weight of the knife group was 25.4 pounds, while the Burdizzo group averaged 25.3 pounds. At weaning time 147 days later, when both groups were weighed, the lambs castrated with the knife averaged 73.47 pounds, while the Burdizzo group weighed 73.97 pounds. In each instance, the gains had been practically the same, averaging 48.07 pounds for the knifed group and 48.67 pounds or only 0.6 pound in favor of the Burdizzo group.

In a second castration test at the Texas Station in 1932, fifty-two lambs were used. The initial weight of the 26 lambs castrated with the knife averaged 22.5 pounds as compared with 19.7 pounds for the Burdizzo group. At weaning time 151 days later, the average final weight of the knife castration group was 64.5 pounds as compared with 61.12 (Continued to page 42)



# What is a Lamb WORTH?

A LAMB ought to be worth whatever it cost to produce and feed and ship to market plus whatever costs accrue there. In the same way a lamb carcass ought to be worth the cost of the live lamb (minus the by-product credits) plus killing and dressing costs, transportation charges and selling expenses.

But unfortunately for livestock growers and packers, the value of a lamb is not determined by its cost and the cost of the service involved in making it available for the consumer. The value of any perishable product—and a lamb is perishable whether alive or in carcass form—is determined by what the consumer is able and willing to pay.

As the marketing agent of the livestock producer, it is the packer's obligation to get the best price that he can for the lamb carcass and the by-products, and to keep his operating and selling costs as low as is possible.

Obviously bids for live lambs must be guided by a definite knowledge of what lamb carcasses are worth at the moment and judgment as to what they will be worth a week later when they reach the market as dressed lamb.

A lamb is worth what the consumer will pay for it.

*T. H. Lee*  
President

## ARMOUR AND COMPANY, U. S. A.

Listen to Phil Baker on the Armour Hour. A sales salutation to millions of people creating additional sales of all Armour products for all Armour dealers. Every Friday night over 37 stations associated with the National Broadcasting Company, 8:30 p.m., Central Standard Time.



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(Incorporated under laws of Ohio)  
Organized in 1889. Over 277,650 Rambouillets now on record. Membership Fee \$10.00

American Rambouillets are dual purpose. "More wool and mutton to the acre than any other breed," and in addition to playing a most important part in the sheep industry of the United States, have been exported to nearly every country in the world.

President—Wilford Day, Parowan, Utah.  
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Treasurer—John E. Webb, Indianapolis, Ind.  
Secretary—Mrs. Dwight Lincoln, Marysville, Ohio

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J. H. King, Laramie, Wyoming  
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For history of the breed, list of members, rules, pedigree blanks, etc., address the Secretary.

### MERINO SHEEP

Excel all breeds in wool production and hardiness

Write for Booklet and List of Breeders  
THE AMERICAN AND DELAINE  
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GOWDY WILLIAMSON, Secretary  
XENIA, OHIO

### They Must Be Shropshires IF YOU WANT EVEN-WEIGHT MARKET-TOPPERS In Your Lamb Crop

Let us assist you in buying or selling at no extra cost to you.

The Farmer's Dual-Purpose Sheep  
American Shropshire  
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### Do You Know?

That the Hampshire Sire will give you market lambs in 100 days. Let us tell you about it.

We have a delightful little booklet and a classified list of breeders for you. They are yours for the asking. Write the Secretary for what you want.

### American Hampshire Sheep Ass'n.

MACMILLAN HOOPES, President  
Wilmington, Delaware

COMFORT A. TYLER, Secretary  
72 Woodland Ave., Detroit, Mich.

## The Castration of Lambs

(Continued from page 40)

pounds for the Burdizzo group, or an average gain of 42 pounds per head for the lambs castrated with knife as compared with 41.5 pounds for the Burdizzo group.

The May 1933 issue of the Pastoral Review (Vol. 43, No. 5) published the results of a similar test conducted at the Duthie (Scotland) Experimental Farm, Rowett Institute, and in every instance, the lambs castrated with the Burdizzo made more rapid gains, 59 pounds as compared with 53 pounds for those castrated with the knife, or an advantage of 6 pounds per head in favor of the Burdizzo. Only ten pairs of twin half-bred males from a flock of Cheviot ewes were used in the Scotland test.

In the Texas tests, careful records were kept including horn and scur development, masculinity, etc. In this respect, both methods proved equally satisfactory. Experienced attendants were unable at weaning time to differentiate between the two groups as judged from facial or head characteristics.

It was also found that the operation could be done with the Burdizzo in about the same length of time as with the knife. Inasmuch as the Burdizzo instrument is inexpensive, its use for the castration of late lambs where fly injury is expected may be advantageous, notwithstanding the possibility of an occasional failure to emasculate the animal.

To date our observation has been that the Burdizzo castration instrument should be placed only in the hands of a skilled operator. In the 1931 test, an experienced Burdizzo operator was 100 per cent successful in complete castration of lambs with that instrument. In the 1932 castration test, a skilled sheepman (however, inexperienced with the Burdizzo) failed to completely emasculate 9 out of 26 male lambs operated upon.

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